

FINANCIAL TIMES

Weekend July 25/July 26 1992

EUROPE'S BUSINESS NEWSPAPER

D 8523A

Fokker deal may
trigger aircraft
industry shake-up

Daimler Benz, Germany's largest industrial group, is to take control of Dutch aircraft maker Fokker in a deal that could trigger a wide restructuring of the European regional aircraft industry. The move is likely to put pressure on other manufacturers to accelerate their efforts to find partners in an industry dogged by overcapacity. Page 24

Iranians deported: Britain is to deport three Iranians, two of them locally engaged embassy officials, for reasons of "national security". At least one is thought to have been involved in keeping track of author Salman Rushdie. Page 4

Albert Fisher: Tony Miller, who built Albert Fisher into an international fruit and vegetable company worth more than £700m at its peak, resigned as executive chairman after pressure from non-executive directors. Page 16; Lex, Page 24

FT-SE 100 index: London equities

Middle East tensions dealt a further blow to confidence, with share prices in the UK reacting more severely than other European bourses to reports that US warships had been placed on alert. The FT-SE index rallied before the close, but the day's fall of 23.3 to 2,377.2 made a total loss over the two-week equity account of 4.8 per cent. Page 18; Lex, Page 24; Wld II

Shadow cabinet: Gordon Brown and Tony Blair took the top jobs in Labour's "new-look" shadow cabinet, winning the chancellorship and home affairs portfolios respectively. Jack Cunningham takes the foreign affairs job, while Robin Cook moves to trade and industry. Page 24

Westland: UK's only helicopter maker, has won part of a Canadian C\$4.4bn (£1.94bn) order for 50 marine helicopters. Page 24

German inflation falls: The expected sharp fall in west German inflation during July was confirmed by figures showing a 1 percentage point drop in the rate of price increases in three important states. Page 2

RS&S: Sagging tax receipts from company profits are likely to push up government borrowing over the next few years to above official forecasts, the Treasury admits. Page 4

M-arme cuts: Further cuts in strategic nuclear missiles are possible beyond those already agreed between the US and Russia, but future negotiations must include the UK, France and China, according to the Russian defence minister. Page 2

Lovell: Police are investigating Lovell, a private, Newcastle-based stockbroking firm, after the Securities and Futures Association expelled the firm on the grounds it was no longer fit to carry out investment business. Page 4

Beer wars: The US imposed a 50 per cent duty on imports of beer brewed or bottled in Ontario in retaliation for alleged "discriminatory" practices against American beer. Page 2; Lex, Page 24

Companies House review: The DTI is to undertake a review of Companies House that could lead to the full or partial privatisation of the Cardiff-based agency. Page 6

Marlboro Man dies: Wayne McLaren, the actor who posed as Marlboro Man in advertising posters worldwide, has died of lung cancer aged 51. McLaren, hired by Philip Morris in 1975 to promote the company's Marlboro brand of cigarettes, learnt he had lung cancer two years ago and became a leading spokesman against smoking.

Nissan UK: Damages of £304,860 were awarded against car distributor Nissan UK after a High Court judge ruled a former assistant managing director had been unfairly dismissed. The award is believed to be the largest of its kind. Page 6

Cricket: England were 316 for one in reply to Pakistan's 197 all out at the end of the second day of the fourth Test at Headingley.

STOCK MARKET INDICES		STERLING	
FT-SE 100	2,377.2 (-23.3)	New York Composite	1,897
Yield	5.14	DAX	1,897
FT-SE Eurostoxx 100	1,892.53 (-7.00)	London	1.8 (1.9135)
FT-A All-Share	1,139.01 (-4.99)	DM	2.35 (2.3573)
Nikkei	7,647.78 (-542.15)	FF	8.82 (8.5825)
New York Composite	2,377.2 (-23.3)	SE	2.225 (2.2175)
Dow Jones Ind Ave	3,284.89 (-5.85)	Y	242.5 (242.25)
S&P Composite	418.85 (-1.23)	£ Index	92.9 (92.0)
US LUNCHTIME RATES		DOLLAR	
Federal Funds	5%	New York Composite	1,897
3-mo Treas Bill Yld	3.219%	DAX	1,897
Long Bond	105.2	London	1.8 (1.9135)
Yield	7.55%	DM	2.35 (2.3573)
LONDON MONEY		FF	8.82 (8.5825)
3-mo Interbank	10.1%	SE	2.225 (2.2175)
3-mo long bill future	99.93 (Sep 99)	Y	242.5 (242.25)
NORTH SEA OIL (Argus)		£ Index	92.9 (92.0)
Brent 15-day Sep	20.525 (20.525)		
WTI	20.525 (20.525)		
Gold			
New York Comex Jul	339.3 (358.6)		
London	339.3 (358.6)		

For customer service and
other general enquiries call:

Frankfurt
(69) 15685150

Military strike threatened unless Baghdad allows weapons inspection
Iraq to face UN ultimatum

By Jurek Martin in Washington, Michael Littlejohns in New York and Robert Mauthner in London

THE US, Britain and France were last night on the verge of issuing a formal and final ultimatum to Iraq warning that Baghdad faces a military strike unless it allows United Nations inspectors access to its weapons of mass destruction programme.

The western powers want UN inspectors to enter a Baghdad ministry suspected of housing details of Iraq's nuclear and possibly chemical weapons programme.

As the crisis over Iraqi obstruction to the UN inspectors appeared to be reaching its climax, President George Bush cancelled plans to be away from Washington over the weekend, which he had been due to spend at his holiday home in Kennebunkport.

Mr Martin Fitzwater, the White House spokesman, said Mr Bush would instead be meeting his top national security advisers today at the presidential retreat of Camp David, near Washington.

The UN secretary-general or the Security Council, but which would be open to others to join, might be made public as early as this weekend and could require Iraqi compliance within a matter of days.

Though confirming the moves towards the drawing up of an ultimatum, British officials in London warned against the assumption that military action was now a foregone conclusion. They considered that there was still a reasonable chance that President Saddam would "blink" at the last moment, once he had finally understood that the west-

ern powers were serious in threatening military force.

Mr Rolf Ekeus, the head of the UN inspection commission, also appeared hopeful last night that the crisis might be resolved without resort to military measures, following two rounds of talks in New York with Dr Abdul Amir al-Anbari, the Iraqi delegate to the UN.

The team of UN inspectors left Iraq on Friday after a long and acrimonious dispute with Iraqi officials, who refused to let them enter the ministry building on the grounds that such a move would violate Iraqi sovereignty.

Military contingency plans are being held a closely guarded secret, but it is widely assumed that American, British and French aircraft would lead the bombing of selected Iraqi targets if the ultimatum is ignored. No ground assault is reportedly contemplated at this stage.

The US Defence Department said there were at present approximately 21,000 US servicemen in the Gulf area, mostly aboard 17 warships, including one aircraft carrier, in the Gulf itself and six in the Red Sea. A second aircraft carrier is in the Adriatic. Sh

Japanese
group may
sue over
County
Hall delay

By Andrew Adonis

THE JAPANESE company bidding to develop London's County Hall is considering suing the government over what it claims are losses it has incurred while waiting for confirmation of its plans for the landmark site.

The Osaka-based Shirayama Corporation is furious at the government's continued failure to rule out a rival bid from the London School of Economics.

Mr Michael Howard, the environment secretary, decided earlier this week to allow the London School of Economics to submit a formal bid to move to County Hall, opposite the Houses of Parliament on the south bank of the river Thames, in spite of the government's agreement with Shirayama for a hotel complex on the site.

The LSE, which is based in cramped premises off Aldwych, has been given until the end of the month to submit a fully-costed scheme, after which Mr Howard will take a final decision. The existing sale contract, agreed by Mr Michael Heseltine, environment secretary until the election, gives the government until the end of the year to withdraw from the scheme.

Mr John Ashworth, director of the LSE, said a formal bid "would be forthcoming". Since it is unlikely to match the Shirayama bid - believed to be between £20m and £30m net - much will depend on the balance of ministerial forces in its support.

Earlier this month Mr Makoto Toyota, Shirayama's London agent, said he was "sick to death" at the continued uncertainty and "desperate" for an early decision.

Matters came to a head when Mr Takisha Shirayama met Mr Howard this week, to be told the government had still not made a definite decision on the sale of the building, which is owned by the London Residuary Body on behalf of the London boroughs.

According to the Environment Department, Mr Howard has since written to Mr Shirayama saying that he "understood the concerns that were expressed and recognised the need to settle the uncertainty as soon as possible".

Two held after travel group collapses

By Michael Skapinker, Leisure Industries Correspondent

ABOUT 50,000 people who booked holidays with coach tour operator Land Travel have little prospect of recovering their money after the Bath-based company went into liquidation yesterday and two of its top executives were arrested.

Last night, Avon and Somerset police said Valere Tjolle, company chairman, and Ma Theresa McDermott, company secretary, had been released on bail without charge after helping with inquiries "into allegations of fraud."

Another 2,500 people, already on holiday on the Continent, were last night struggling to get back home after the collapse as it emerged that Land Travel was not a member of the Association of British Travel Agents (Abta) or of the Bus and Coach Council.

As a result, customers were not covered by any guarantee that they would receive their money back or be brought home.

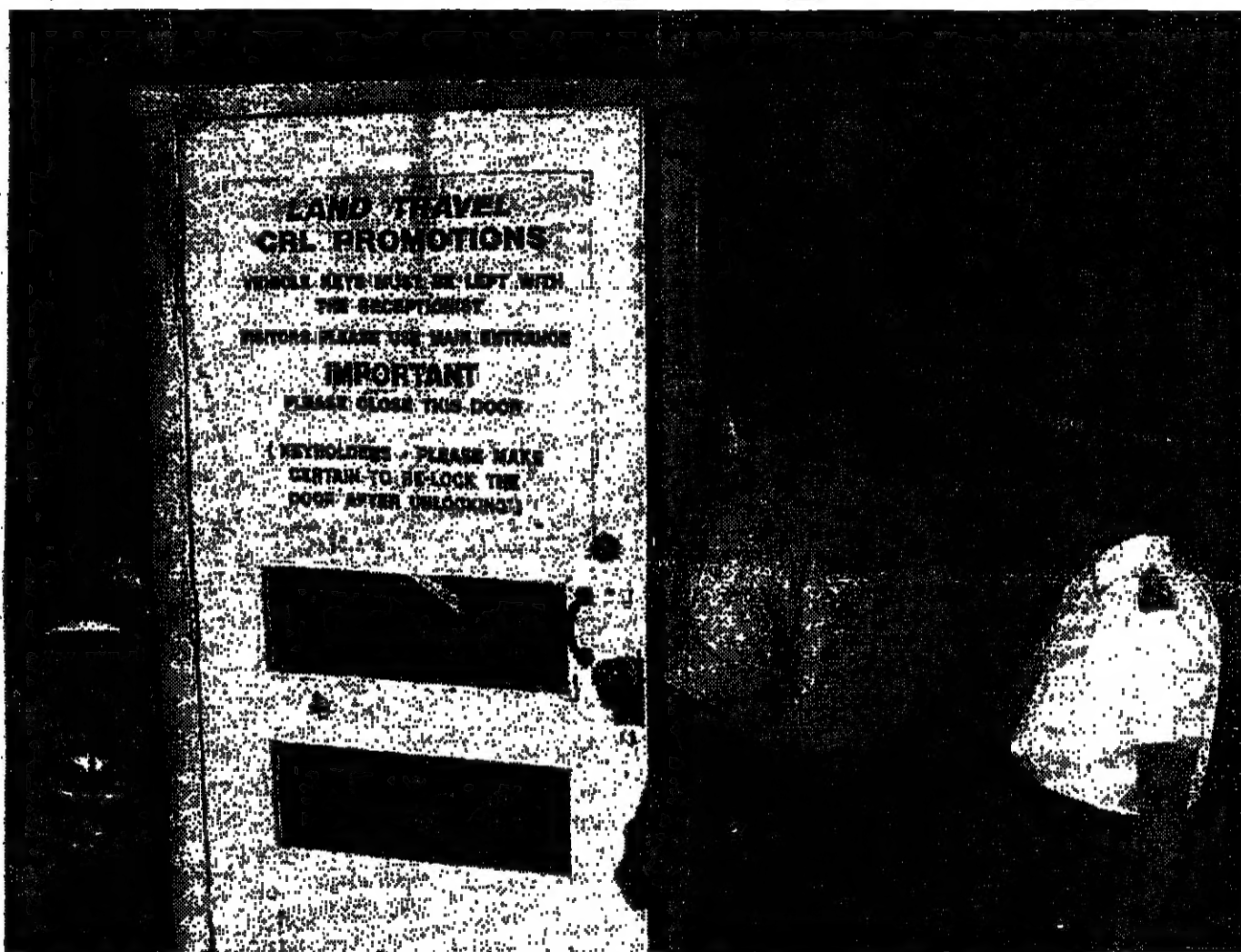
Liquidators Grant Thornton, who moved into the company's offices yesterday morning, said it was already apparent that customers and other creditors would not receive any payment from the company.

The Foreign Office said 106 coaches carrying Land Travel customers were heading back to the UK from Czechoslovakia, Austria, France, Germany, Spain, Italy and Holland. It said there was little likelihood of holiday-makers being stranded abroad.

However, British consulates on the Continent have been told to be ready to deal with any tourists unable to get back home.

The ferry companies P&O and Sealink said they would ensure that all Land Travel customers were able to cross the Channel to the UK even if they did not have valid tickets.

Grant Thornton said that 140 full-time Land Travel employees and 200 part-time staff were made redundant yesterday.



Avon and Somerset police officers enter the Bath premises of Land Travel to question chairman Val Tjolle

The collapse of Land Travel follows warnings by tourist industry executives that heavy discounting could lead to company failures during the summer. Grant Thornton said that in one instance the company had offered a six-day holiday in luxury accommodation in Paris for £39.

In a statement issued through the liquidators, Mr Tjolle said price-cutting had been responsible for the company's collapse.

"Operating in a very difficult market, we tried an ambitious price discounting strategy. Although customers were delighted with the service and outstanding value for money they were enjoying, unfortunately the dramatic increase in demand over-extended our

Continued on Page 24

Wellcome worldwide share
issue set to meet target

By Paul Abraham and Sara Webb

WELLCOME TRUST, the UK medical charity, last night appeared to have met its target of selling more than half of its 73.5 per cent stake in Wellcome, the drugs group.

The issue, concluded in spite of adverse market conditions, would be the largest non-privatisation secondary offer ever achieved.

Robert Fleming, the merchant bank handling the global share sale, is understood to have received offers for more than 360m shares at a price above 800p. The trust has indicated it wanted to sell about 330m shares.

Wellcome's shares fell 4p to 826p. The shares are likely to be offered at a small discount close to the 800p floor set by the trust.

Demand in the UK and the US is understood to have strength-

ened considerably in the past few days and to have exceeded targets. In the UK, applications for about 200m shares may have been received against a target of 150m. US applications are thought to total 80m-100m against a target of 60m.

The Japanese syndicate, led by Nikko Securities and Nomura Securities, is expected to have received applications for nearly 20m shares against a target of 25m. The poor state of the Japanese equity market has made it difficult to release funds.

Demand from continental Europe has been poor, while Canada has been particularly disappointing. The UK retail offer received applications about £100m of stock, less than the £180m set aside, representing 15m shares against a target of 20m. The scale of the offer and the strike price will be decided by Mr

Roger Gibbs, trust chairman. A decision will be made by Sunday when allocations will be made.

The seven non-UK regional syndicates will fly to London for meetings with Fleming today. Allocations will be decided by the level of bids and their timing as well as their quality. The trust and company are anxious for an orderly after-market and will allocate shares to those appearing most willing to keep them.

Fleming is also understood to be anxious to punish those who drove the company's share price down in the weeks before the offer by refusing them shares. The trust and its advisers have maintained a "green-shoe" option which allows Fleming to buy back shares for the trust from the market if it considers there has been over-allocation.

London stocks, Page 15

CONTENTS

News	Letters	FT World Academies	Money Markets
International News	Man in the News	Foreign Exchanges	Recent Issues
UK News	Companies	Gold Markets	Share Information
Weather	UK	Equity Options	World Commodities
Law	Int'l Companies	London SE	Wall Street
Features	Markets	LSE Dealings	Bourses
Leader Page	FT Academies	Managed Funds	Building Soc Rates

BROWN SHIPLEY
BROWN SHIPLEY PEP MANAGERS LIMITED

DESIGNED TO MEET YOUR
PEP REQUIREMENTS

- Whether you need income or capital growth
- THE UNIQUE MONTHLY INCOME PEP for a tax-efficient regular income
- THE FOUNDATION FUND for tax-free capital growth and consistent performance

For further information call
FREEPHONE 0800 550440
during office hours - or return the coupon below

Remember, the price of units and income from them may fall as well as rise. Past performance is no guarantee of future returns. Investors may not get back the amount of money they originally invest.

To: Brown Shipley Pep Managers Limited, Founders Court, Lothbury, London EC2R 7HE

Please send me further information on:
The Monthly Income PEP ☐ The Foundation Fund PEP ☐

Name:

Address:

Postcode:

A Member of IMRO

FT

NEWS: INTERNATIONAL

Inflation slows in key German states

By Christopher Parkes
in Bonn

THE EXPECTED sharp fall in west German inflation this month has been confirmed, with latest figures showing a one percentage point drop in the rate of price increases in three important states.

Figures released yesterday showed year-on-year inflation was only 2.7 per cent in Hesse and 3.2 per cent in Baden-Württemberg. North Rhine-Westphalia, the most populous state, reported a 3.2 per cent rise on Thursday.

The news, while received calmly in the markets, prompted an extraordinary double-take in the finance ministry. A press release quoting Mr Theo Waigel, finance minister, as saying that the fall below 4 per cent "supports the possibility that the Bundesbank will relax monetary policy in the foreseeable future" was later withdrawn.

The finance ministry blamed a "technical mistake" in the statement had not been cleared by Mr Waigel, it said. "The Bundesbank had nothing at all to do with it," a spokesman claimed.

Although welcome, the slowdown was almost wholly attributable to a technical adjustment as increases in petrol duties and telephone charges introduced in June last year dropped out of the year-on-year calculations.

While aggregate inflation for west Germany will not be officially published for a week or more, the latest figures confirm the widely forecast cut. But underlying influences are still not easing. The federal statistics office said the rate of increase in producer prices was 2 per cent in July, compared with the same figure in June and 1.9 per cent in May.

Above-average rises for heavy heating oil, up 5.7 per cent, and butter, up 6.9 per cent, cancelled out reduced costs for steel and plastics.

The Bundesbank, which allows no interference from Bonn in its monetary policy-making, last week raised its discount rate from 6 per cent to 8.75 per cent in pursuit of its twin aims of lower inflation and tighter money supply.

The move, unpopular with government ministers who are under pressure from their international colleagues

because of high German interest rates, was made in the knowledge that inflation would fall this month.

The Organisation for Economic Co-operation and Development's annual report on Germany had earlier said the Bundesbank should keep rates high for as long as necessary to squeeze inflation out of the economy. It suggested a target of 3 per cent a year or less.

Although inflationary pressure is expected to remain muted for the rest of this year, there is some concern that a burst of consumer spending, prompted by cancellation of a 7.5 per cent income tax surcharge at the end of June, may tempt manufacturers and retailers to pass on pent-up cost increases.

The results of this year's average 5.8 per cent wage awards are already showing through in above average inflation in service industries. The housing shortage is pushing up rents rapidly.

A 0.5 per cent increase in inflation is already programmed for January as a result of an increase in value added tax from 14 per cent to 15 per cent.

Thousands turn out for funeral of anti-Mafia judge in Palermo



Some 8,000 Sicilians who turned out to mourn leading anti-Mafia judge Paolo Borsellino in Palermo yesterday clapped the cortege and hurled insults at Italy's police chief, Reuter reports. Judge Borsellino was killed by a car bomb with five bodyguards last Sunday. Police said they had charged a private security guard with aiding crime. He was alleged to have refused to testify although he was present when the bomb went off.

The Italian government yesterday used a confidence vote to push a tough anti-Mafia package through the Senate, parliament's upper house. The Senate approved stiff new laws against organised crime by 163 votes to 104. The legislation now goes to the Chamber of Deputies. A new anti-Mafia chief prosecutor and other investigators will have wider, streamlined powers to fight gangsters, including the use of

undercover "sting" operations, wiretaps and infiltrators. The package also gives police the power to carry out searches without warrants, a measure previously adopted in the fight against terrorism of the 1970s and 1980s. Security was strict at yesterday's funeral. Several hundred police and paramilitary police lined crash barriers outside the church, and sharpshooters manned the tops of

nearby blocks of flats. Police had warned that both Mr Borsellino and a judge investigating the corruption scandal in Milan were on the Mafia's death-list, newspapers reported yesterday. A report by paramilitary police, dated three days before Mr Borsellino's murder, warned that organised crime was preparing to kill both him and Milan judge Antonio Di Pietro (pictured above right).

Bush heckled as Indochina adds to woes

By Jurek Martin
in Washington

PRESIDENT George Bush yesterday morning rounded off a difficult political week by finding himself in a public shouting match with families of Americans taken prisoner or missing in action in Indochina.

He was confronted by hecklers yelling "release all files" and "tell the truth," and was forced to break off prepared remarks designed to follow up his order to the Pentagon to make public documents relating to the fate of the 2,366 Americans still unaccounted for in the Vietnam war.

After five minutes, during which he exchanged heated remarks with one of the organisers of the meeting, Mr Bush returned to the microphone to defend his record. At one stage he was again interrupted and angrily shouted back: "Will you please shut up and sit down." It was "simply, totally unfair" to suggest he had suppressed information about missing servicemen.

Mr Bush also denied he had been party to the alleged

scheme by the Reagan-Bush campaign in 1980 to delay release of the US hostages in Iran until after the election. "What kind of allegation is that to make against a patriot?" he declared.

The Iran connection also reared its potentially embarrassing head with the opening prosecution statement yesterday in the trial of Mr Clair George, the senior Central Intelligence Agency official charged with complicity in the Iran-Contra affair.

Mr Craig Gillen, prosecuting attorney, said he would prove there was a "massive cover-up" involving the CIA and other organs of government to conceal Lt Col Oliver North's operation, run from the White House, to resupply Nicaraguan rebels with proceeds of clandestine arms sales to Iran. Mr Casper Weinberger, former defence secretary, has also been indicted on separate Iran-Contra charges. Mr Gillen has previously said he expected other prosecutions of members of the Reagan administration, in which Mr Bush served as vice president, to follow.

US orders for durable goods rise in June

By Jurek Martin

US DURABLE goods orders rose by 2.3 per cent in June, reversing the 2.2 per cent decline of the previous month and underlining the bumpy course on which the economy is now set.

The monthly increase exceeded market expectations and suggests that the July industrial production figures will improve on last month's 0.3 per cent drop.

Most industrial sectors shared in the increase, though transportation orders, which had fallen steeply in May, went up by less than most.

Yesterday's report adds some substance to the more optimistic mid-year White House economic forecasts published on Thursday afternoon. These project real annual growth of 2.7 per cent this year, up from the 2.2 per cent estimate of January, with unemployment dropping to an average 6.9 per cent in the fourth quarter from the 7.9 per cent recorded in June.

While these figures are pretty much in the range of many private analysts' projections, accompanying comments by administration officials were criticised for their overly political content.

Both Mr Nicholas Brady, treasury secretary, and Mr Richard Darman, budget director, claimed that if Congress had passed the president's economic proposals the economy would not be in its present problematic state. Senator James Sasser, the Democrat from Tennessee, promptly recalled the presidential veto of an economic recovery bill which contained tax increases.

Some more doctrinaire Republican conservatives, led by Mr Jack Kemp, housing secretary, are urging President George Bush to "reinvent" his economic proposals by calling for even steeper tax cuts, including a 50 per cent reduction in capital gains taxes. They want their blueprint included in the Republican party election platform, to be decided next month.

Mr Alan Greenspan, Federal Reserve chairman, told Congress this week the economy should gain momentum soon, but that unemployment was likely to remain above 7 per cent for the rest of this year.

Russians offer deep nuclear arms cuts

By Neil Buckley

FURTHER cuts in strategic nuclear missiles are possible beyond those already agreed between the US and Russia, but future negotiations must include the UK, France and China, General Pavel Grachev, the Russian defence minister, said yesterday.

Gen Grachev was speaking at the Royal United Services Institute at the end of a four-day visit to London. He said Russian scientists had estimated that further reductions below the 3,000-3,500 on each side agreed between the US and Russia this year were possible, on condition that the anti-ballistic missile treaty of 1972, which laid down strict guidelines on the deployment of defences against offensive nuclear missiles, was observed.

If such cuts were to become a reality, however, Gen Grachev said weapons outside the US and Russia, would have to be considered.

"In our view, subsequent reduction of strategic offensive weapons should be considered as a multilateral process, and should consider the inter-relationship between cuts already made by the US and Russia, and weapons in Great Britain, France and China," he said.

Without the participation of these countries, Gen Grachev suggested, "further reduction of nuclear weapons will become a destabilising factor not only for Russia, but for the whole world."

Gen Grachev said that Russia, which decided in May to set up its own national armed forces, no longer regarded any state in the world as its enemy. It believed that world peace should be preserved on the basis of a balance of mutual interest, rather than a balance of force, and was "definitely against war as a means of reaching political and economic agreements."

Russia, however, was still committed to defending its independence and integrity, and would maintain its military strength at a level that ensured deterrence against any potential aggressor.

He said that while the cold war was over, the threat of small, local conflicts had increased, especially in eastern Europe. Gen Grachev warned of leaders in other former Soviet republics who were "playing the nationalist card, sometimes counter to the interests of their people."

● Russia has agreed to become a founding member of

a consortium to build a pipeline to transport oil from the Caspian sea region to world markets, joining Kazakhstan, Azerbaijan, and the Sultanate of Oman. Oman will arrange financing for the project, expected to cost between \$700m and \$1.5bn depending on choice of routes, with Kazakhstan, Azerbaijan, and Russia contributing labour, materials, equipment, and rights of way. The pipeline will be an important link between western markets and Kazakhstan, which recently signed a deal with Chevron, the US oil company, to develop the giant Tengiz oil field.

Gen Grachev said that high unemployment in eastern Germany, a harshly competitive newspaper market and a lack of advertising revenue made it impossible to make the tabloid profitable in the near term. Mr Murdoch's German subsidiary decided on Wednesday to pull out of Super.

"We're all standing here in tears," a senior manager of the paper's 180 staff said.

The newspaper, whose sex and crime formula competed directly against the Bild tabloid owned Axel Springer, had been making heavy losses, she said.

Super sold 375,000 in eastern Germany, well below the 490,000 achieved by Bild. Mr Burda said he did not want to run the loss-making business by himself.

The Financial Times (Europe) Ltd (Europe) GmbH, Frankfurt Branch, Nibelungenplatz 3, 6000 Frankfurt am Main 1, Germany. Telephone 49 69 156530. Fax 49 69 306481. Telex 416193. Represented by E. Hugo, Managing Director, Printer: DVM, Neuenburg 4, responsible editor: Richard Lambert, Financial Times, Number One Southwark Bridge, London SE1 9HL. The Financial Times Ltd, 1992.

Registered office: Number One, Southwark Bridge, London SE1 9HL. Company incorporated under the laws of England and Wales. Chairman: D.E.P. Palmer. Main shareholders: The Financial Times Limited, The Financial News Limited, Publishing director: J. Rolley, 188 Rue de Rivoli, 75004 Paris. Cotelec 01, Tel: (01) 4297 0621; Fax: (01) 4297 0629. Editor: Richard Lambert. Printer: SA Nord Eclair, 15/21 Rue de Cairo, 59100 Roubaix Cedex 1, ISSN: 1148-7753. Commission Paritaire No 67800D.

Financial Times (Scandinavia) Vinnelskaffer 42A, DK-1161 Copenhagen-K, Denmark. Telephone (33) 13 44 41. Fax (33) 25333.

FT COMMENT TRAVELS THE WORLD

Trade talks plea at Madrid summit

By Stephen Fidler, Latin America Editor, in Madrid

LEADERS from Spain, Portugal and Latin America closed the working sessions of their summit in Madrid yesterday, expressing concern that failure of the Uruguay round of trade negotiations would jeopardise economic reforms of recent years.

The second day of the summit - the second held by the leaders of the Spanish and Portuguese speaking countries of Latin America and the Iberian Peninsula - was taken up by economic issues. The leaders were expected to reaffirm the importance of their economic reforms, but also expressed a preoccupation with protectionist trends. Many countries in Latin America have unilaterally lowered trade barriers, but meet frustration in selling products to industrialised countries, including the EC.

Seventeen Latin leaders including Cuba's Fidel Castro attended the summit, which was expected to back a declaration underlining the importance of "representative democracy" and respect for human rights. Despite openly expressed pressure on Mr Castro to reform his political system, the Cuban leader was apparently unrepentant.

He used his speech to the opening session for an attack on the US, accusing it of trying to govern the planet and through its "blockade" of Cuba of "genocide".

Arabs cautious about curb on Israeli settlements

By Tony Walker in Cairo

ARAB foreign ministers meeting in Damascus have described as "ambiguous" moves by the new Israeli government to curb settlement activity in the occupied territories.

But officials at the meeting, convened by Syria to plan tactics for the next round of Middle East talks, were expected to agree to the session going ahead, perhaps as soon as next month in Washington.

Briefing reporters after discussions involving representatives of Lebanon, Syria and a joint Jordanian-Palestinian team, Mr Farouk al-Shara, the Syrian foreign minister, said steps taken by the new govern-

ment of Mr Yitzhak Rabin had not provided the "minimum level required to push forward the peace process".

Israel's Arab neighbours, including the Palestinians, are demanding that it freeze all settlement activity, and also reaffirm its commitment to negotiate within a framework of United Nations resolutions that call for an Israeli withdrawal from land occupied in the 1967 war.

Arab and Israeli participants in the US-sponsored peace negotiations launched in Madrid last October will decide soon whether to bring forward the sixth round of peace talks, originally scheduled to be held in Rome in September. Mr James Baker, the US sec-

retary of state, who concluded a Middle East tour in Saudi Arabia yesterday pressed the Arabs and Israel to resume talks as soon as possible to capitalise on improved prospects for peace generated by the defeat of the hardline government of Mr Yitzhak Shamir.

In Damascus yesterday, Palestinian delegates from the occupied territories, led by Dr Haider Abdel-Shafi, joined Palestine Liberation Organisation officials in the Damascus discussions.

The previous Israeli government had banned contacts between Palestinians in the territories and the PLO. Mr Rabin has indicated greater flexibility.

French minister admits he knew of Aids-infected blood

By Alice Rawthorn and Reuters in Paris

MR Edmond Hervé, former French junior health minister, yesterday told a Paris court he knew in June 1985 that blood stocks being used in transfusions were contaminated with the Aids virus.

He said, however, that he had followed the unanimous advice of experts in allowing blood stocks to be used for a transitional period before blood disinfected by heating became available.

Mr Hervé appeared as a witness in the trial of four former senior health officials charged with allowing blood to be used for transfusions which they knew to be infected with the Aids virus.

Mr Laurent Fabius, first secretary of the socialist party and prime minister at the time the victims were given their transfusions, was due to testify yesterday with Mr Hervé and another member of his government, Ms Georgina Dufoux, then social affairs minister.

It is not yet known exactly

how many people contracted the Aids virus in France after receiving contaminated blood. At least 1,200 haemophiliacs have already had the virus and more than 250 have died.

The lawyers representing the victims claim that the final tally of sufferers will run to several thousand.

The four health officials on trial have been accused of using the blood even though they were aware that disinfection techniques were available and that Aids-free supplies were available from other countries.

New fashions live on old money

By Alice Rawthorn in Paris

THE WORLD'S most expensive fashion collections will be unveiled in Paris this weekend with the start of the autumn haute couture fashion shows.

Logic suggests that couture - very pricey at £10,000 for a hand-made suit or £30,000 for an evening dress - should be one of the most vulnerable areas of the depressed luxury goods industry. And sales did indeed fall a few years ago at the onset of the world recession, but recently the market has shown surprising resilience.

The turnover of the Paris couture houses remained stable at \$22m last year, according to the Chambre Syndicale de la Couture Parisienne. This compares with an overall decline of 10 per cent in sales of French designer fashion during 1991.

The nouveau riche customers who treated themselves to couture in the mid-1980s - on the back of success in the

stock and property markets - stopped spending when those markets collapsed in the late 1980s. But the Paris houses have been left with a small, solid base of loyal customers armed with old money.

Despite this resilience, couture is still a loss-making venture, governed by arcane rules. The Chambre Syndicale regulates the number of styles each house must show and the seamstresses they should employ under rules dating back to the late 1940s.

The Paris houses continue with their loss-making couture businesses because of the publicity they attract for the perfume, sunglasses and cheaper fashion lines with which they really make money. There will be 750 journalists and 400 photographers covering the current couture collections.

Such an enormous media presence has encouraged other designers, who do not show under the auspices of the Chambre Syndicale, to stage events in Paris at the same time as the official collections. The

first couture show this weekend will be that of Gianni Versace, the flamboyant Milan designer who is not a Chambre Syndicale member, at the Ritz Hotel this evening.

Robert Maroix, a young French designer backed by Yves Saint Laurent, is launching his first ready-to-wear range this afternoon. Thierry Mugler, another French designer, is showing a hybrid couture and ready-to-wear collection on Wednesday. The Chambre Syndicale stipulates that an official show should only include couture.

These unofficial events, combined with the financial problems of some smaller couture houses, have prompted the French government to review the Chambre Syndicale's rules. The review should be completed by the end of this year - just in time for next January's collections.

Suited to the high life, Weekend FT



DESIGNER KISSES: Yves Saint Laurent is congratulated by one of his models

NEWS: INTERNATIONAL

EC/Asean talks hit by row on E Timor

By Victor Mallet in Manila

NEGOTIATIONS between the European Community and the Association of South East Asian Nations (Asean) over a new co-operation agreement have been halted by Portuguese objections to Indonesia's human rights record in East Timor.

The dispute is embarrassing for the EC, whose 12 members cannot agree on how to proceed, and frustrating for Asean, which was hoping to continue the talks on upgrading relations at a meeting of foreign ministers yesterday in Manila.

"It's a very unfortunate development," said Mr. Abdullah Badawi, the Malaysian foreign minister. "We will not want to abandon EC-Asean co-operation simply because of Portugal." Asean groups Brunei, Indonesia, Malaysia, the Philippines, Singapore and Thailand.

One senior EC diplomat said he feared the disagreement would have an insidious effect on relations between the two blocs. "Effectively we can't start (negotiations) until we've cleared the roadblock," he said. Whereas the existing accord is a bland statement of good intentions, the proposed new agreement would include provisions on resolving trade disputes and on European Investment Bank lending to Asean states. EC-Asean trade has risen to \$27bn in 1990 from \$2bn in 1980, and has been rising by 25 per cent annually for the last three years.

Even before the Portuguese blocked further talks, EC and Asean officials were unable to agree on the inclusion of clauses on human rights and the environment in the new agreement. Asean ministers explicitly rejected any linkage between economic co-operation and environmental or human rights concerns at the end of an Asean meeting in Manila on Wednesday.

Portugal maintains that it is contrary to EC policy to upgrade relations with countries which have poor human rights records. Indonesia annexed East Timor, a former Portuguese colony, in 1975, and Indonesian troops shot dead at least 50 civilians protesting there in one incident in November last year.

Mr Douglas Hurd, the British foreign secretary, said yesterday the human rights issue "will not go away", but he sought to mollify his Asean counterparts by emphasising universal rather than western principles of human rights.

"We are not talking of the imposition of the values of one section of the world on another section with different values," he said. "We are talking about an understanding of shared values and agreement on how they can be applied."

France's balance of trade slips into red

By Alice Rawsthorn in Paris

FRANCE slipped into a trading deficit of FF786m (\$97m) last month after five months of trade surpluses.

News of the June deficit comes at a sensitive time for France's socialist government which has previously countered criticism of rising unemployment by pointing to French industry's success in its export markets. The socialists are anxious to avoid further criticism in the approach to September's referendum on the Maastricht treaty and the National Assembly elections next spring.

So far this year French companies have benefited from buoyant exports which have helped to shelter them from the sluggish state of the domestic market, where high interest rates and concern about unemployment have dampened consumer demand.

The value of French exports rose to FF106.4bn last month from FF103.4bn in May. However imports rose at a faster rate to FF107.4bn in June from FF99.3bn in the preceding month thereby pushing the trade account into the red.

Despite last month's deficit, France recorded a healthy trading surplus of FF16.6bn in the first half of this year, representing a healthy recovery from the deficit of FF23.2bn for the same period of 1991.

Cabinet fails to revive Tokyo stocks

By Emiko Terazono in Tokyo

AN emergency meeting convened by Mr Kiichi Miyazawa, Japan's prime minister, yesterday failed to bolster the Tokyo stock market, which plunged 3.4 per cent to 15,497.79, a six-year low, and appeared likely to fall further next week.

Reports of the unprecedented meeting had encouraged the market on Thursday, but prices fell yesterday after it became clear that the government would simply restate the intention to stimulate the economy later this year with a supplementary budget.

Mr Miyazawa's statement appeared to confirm earlier comments by finance ministry officials that the government would not actively intervene in the market in spite of widespread fears of further falls in the Nikkei stock average in coming days.

After the meeting, Mr Miyazawa announced that an official large-scale supplementary budget would be decided by mid-September. As for support for the market, the meeting failed to come up with specific measures, and the cabinet and leaders of the ruling Liberal

Democratic Party agreed to meet again next Tuesday.

Most investors consider the government's move as a "gesture" indicating concern before tomorrow's upper house elections. Other market participants pointed out that it would take more than lip service to help share prices. "The market is in a worse condition than the government probably assesses," said Mr Hiromichi Ishikawa, managing director at Yamaichi Securities. "Measures which require the market to wait for the effects are not good enough," he added.

Bearishness over the economy in the past week has been cited for the faltering stock market. The Bank of Japan indicated that the recovery it had forecast for the autumn would be delayed and that the economy was still in a "severe adjustment phase".

The central bank's assessment was supported yesterday by the release of June chain store sales figures showing the first decline in five years, with a 1.1 per cent year-on-year fall. Department store figures for June saw a fourth consecutive decline, falling 3.7 per cent from the previous year.



A lighter moment for prime minister Kiichi Miyazawa, right, and finance minister Tsutomu Hata before yesterday's meeting to discuss reviving the sickly stock market

LDP poised for poll success

By Robert Thomson in Tokyo

JAPAN'S ruling Liberal Democratic Party (LDP) is likely to tighten its hold on power in tomorrow's upper house election. The main point of interest is whether there will be a record low turnout of voters.

Barring an unlikely last minute swing away from the LDP, the opposition Social Democratic Party of Japan (SDPJ) will be humiliated after an unimpressive campaign. The perception that the SDPJ, formerly the Socialist Party, does not provide a real alternative to the LDP has been highlighted by opinion

polls showing 40 per cent "don't know" responses. This reflects general discontent with the state of politics.

Mr Shin Kanemaru, the LDP vice-president and "godfather", suggested newspaper polls showing a large LDP lead were part of a "conspiracy" to encourage voters to turn against the ruling party or to shun the election and spend the day at the beach.

Half the nation's 252 upper house seats are at stake, and the LDP is likely to win 70 or more, leaving it in a strong position to regain a majority lost in 1989, when the Socialist Party appeared capable of challenging LDP leadership in the

more powerful lower house.

The contrast between the opposition party's enthusiastic 1989 campaign and the lacklustre effort this year could not be more striking. With a campaign targeted almost solely against legislation allowing Japanese servicemen to join UN peacekeeping operations, the SDPJ has been unable to capitalise on concerns about a flagging economy.

Mr Makoto Tanabe, the SDPJ leader, has conceded that the campaign was poorly handled, much to the delight of the LDP, which is tainted by bribery scandals and its failure to deliver promised political reforms.

Working hours blow in Japan

By Gordon Cramb in Tokyo

JAPANESE government moves to shorten working hours suffered a setback yesterday when a court ruled that an employer abolishing Saturday shifts could lead at least some of the lost hours on to the rest of the week.

A call for working hours to be reduced was made earlier this year by Mr Kiichi Miyazawa, prime minister. His proclaimed aim was to turn Japan into a "lifestyle superpower" - although the issue also addressed US and European criticism that long hours for labour in Japan represented a competitive advantage which helped fuel its growing trade surplus.

His appeal was echoed in the private sector by Sony's Mr Akio Morita and apparently taken seriously by organisations such as the Nikkiren employers' federation.

However, Mr Hiroshi Yamamoto, presiding judge at the Akita district court in northern Japan, though acknowledging that the aim of a five-day week was to cut total hours worked, gave conditional approval yesterday to longer weekday working.

He was dismissing a suit brought by 30 employees of the local Ugo Bank who were claiming compensation from their employer.

Along with the rest of the Japanese financial sector, in 1989 Ugo had introduced a five-

day week for the 1,000 staff at its 71 branches, trimming the annual official length of time worked by each to 1,849 hours from 1,851.

In so doing, though, the bank had lengthened each weekday by at least 10 minutes, and by as much as an hour - to make a nine-hour day finishing at 5.50pm - on busy days in the banking calendar. No extra pay was forthcoming.

The ruling set only informal precedent but was widely seen as a test case and was given front-page prominence in Japanese evening newspapers.

The judge said the cut of 42 hours a year was enough to permit an extension of weekday working as a transitional measure. Ugo, when asked last night what plans it had to reduce hours further, said merely that "for the industry as a whole, this is a subject for study."

The government's target is for a reduction in the working year to 1,800 hours by the end of the 1996 fiscal year. According to official statistics, Japanese workers put in an average 2,006 hours last year. Figures such as this are viewed in the west as a substantial underestimate, taking no account of obligatory overtime.

So-called service overtime, which goes unrecorded, as well as unpaid, is endemic in the banking sector, where annual hours have been put unofficially at 2,600.

UN relief convoy trapped by landmines

A UNITED NATIONS relief convoy was trapped near Gorazde, eastern Bosnia, yesterday after hitting two land mines on Thursday night while trying to reach the town, where 70,000 hungry people are besieged by Serb-backed forces, write Laura Silber in Belgrade and Christopher Poles in Bonn.

UN officials in Sarajevo said a rescue convoy was deployed yesterday morning to Gorazde, the last Moslem stronghold under siege by Serb militia.

Meanwhile in Bonn, six special trains, each with room for up to 1,000 people, were being prepared to pick up refugees gathered in the Croatian town of Karlovac, 50km from Zagreb. Germany has allowed in more than 200,000 people from the former Yugoslavia.

Heads roll over Escobar escape

The head of Colombia's air force was fired yesterday for being too slow in flying troops in to search for escaped cocaine boss Pablo Escobar, AP reports from Medellin.

The prison governor was sacked too, along with the commander of troops at the prison who refused to enter the prison with three officials who were taken hostage before Escobar, head of the Medellin drug cartel, escaped.

Fiat executive on corruption charge

A chief executive of a Fiat subsidiary was arrested yesterday in the Milan investigation into suspected kickbacks for public works contracts, Reuter reports from Milan.

Glancarlo Cozza, 55, managing director of Fiat's rolling stock unit, was accused of corruption.

Lebanon poll date angers Christians

The Lebanese government said yesterday the first general elections in 20 years would take place in August and September, Reuter reports from Beirut.

The rightwing Christian Lebanese Forces (LF) group and some other Christian parties, including supporters of exiled rebel Christian leader General Michel Aoun said the elections should be postponed until after a Syrian withdrawal.

They argue that elections held under Syrian military control would attract only candidates loyal to Damascus.

Manila signs deal to cut debt burden

The Philippines yesterday signed in London a debt reduction package with a committee representing commercial bank creditors, writes Jose Galang in Manila.

The package reduces the country's debt stock and debt service on its medium and long term debt with the banks.

UP TO 9.7% (10.06%).
GROSS GROSS C.A.R.*

JUST TRY GETTING MORE FROM A HIGH INTEREST CHEQUE ACCOUNT.



Amongst all major banks and building societies, the Asset Reserve Cheque Account from the Halifax has been the highest paying high interest cheque account since its launch last year.

HIGH INTEREST				
Amount	Gross % p.a.	Gross C.A.R.*	Net % p.a.	Net C.A.R.*
£50,000+	9.70	10.06	7.28	7.48
£25,000+	8.90	9.20	6.68	6.85
£10,000+	8.55	8.83	6.41	6.57
£5,000+	7.85	8.08	5.89	6.02

Which means you not only benefit from a top rate on your investment, but also the security

of the world's biggest building society.

As the table shows, you can invest from £5,000 upwards. Not surprisingly, the more you invest the more interest you earn.

The Asset Reserve interest rate reflects prevailing money market conditions. And you have the reassurance of knowing you can monitor its progress in the Financial Times, where rates are listed daily. All this and the added convenience of instant access via a cheque book for those special purchases.

Whether it's your own money or your charity, club, or company's, what more could you want?

Call into your local branch today or phone

our special information desk on 0422 335 333, weekdays from 9am to 5pm. Open an Asset Reserve Cheque Account. And start saving on a high.

For more information on the Halifax Asset Reserve Cheque Account, simply complete and return this coupon to our FREEMOVE address: Halifax Building Society (Ref. DM) FREEMOVE, Trinity Rd, Halifax, West Yorkshire, HX1 2BR (NO STAMP REQUIRED)

Title _____ (Forename(s))
Surname _____
Address _____
Post Town _____
County _____ Postcode _____

HALIFAX

Get a little extra help.

*COMPOUNDED ANNUAL RATES (C.A.R.) APPLY WHEN FULL INTEREST REMAINS IN THE ACCOUNT. INTEREST IS ADDED TO YOUR ACCOUNT QUARTERLY. INTEREST WILL BE PAID NET OF BASIC RATE INCOME TAX (CURRENTLY 25%). OR GROSS ON RECEIPT OF THE REQUIRED REGISTRATION FORM (NET PAYEE). ARE ALSO PAYING THE TAX. HAVE BEEN ROUNDED UPWARDS TO OVER £500 IN CASH MAY REQUIRE SECURITY CLEARANCE AND PROOF OF ARRIVAL. FULL DETAILS AVAILABLE AT 2ND FLOOR, TRINITY RD, HALIFAX. BUT CORRECT AT TIME OF GOING TO PRESS. HALIFAX BUILDING SOCIETY TRINITY ROAD HALIFAX, WEST YORKSHIRE HX1 2BR

Treasury fears low tax take will boost PSBR

By Peter Marsh,
Economics Staff

SAGGING tax receipts from company profits are likely to push government borrowing above official forecasts over the next few years, the Treasury has indicated.

The admission comes in an article published today in the Treasury Bulletin. It says corporation tax revenues will be depressed by special factors as economic activity eventually picks up.

Since recovery has failed to occur

in the way expected by the Treasury in its latest published forecasts, the article adds up to a warning that the Treasury's projections for the public sector borrowing requirement will almost certainly be exceeded.

The warning about company taxes - which grew strongly in the late 1980s and last year accounted for 11 per cent of all tax receipts - comes in the same week as the Treasury announced tough controls on government spending in order to rein in rises in the PSBR.

But even with the benefit of cuts in government programmes - likely to total some £13bn between 1994 and 1996 - the PSBR is expected to climb above forecast levels because of revenue shortfalls linked to the recession.

In the March Budget, the Treasury forecast a borrowing requirement of £28bn this year and £32bn in 1993-94. Some City economists estimate the figures at £32bn and £41bn respectively.

The Treasury says in the bulletin that once the economy recovers from

recession "the cyclical rise in receipts (from corporation taxes) will be less vigorous than that seen in the period up to 1989-90".

Special factors which the Treasury reckons will dampen growth in these taxes once the economy recovers include the historically low rate of corporation tax because of recent fiscal changes.

Companies will also be able to cut tax payments by claiming relief in areas such as debt payments, capital spending and previous financial losses.

Corporation tax receipts, which fell from £20.5bn in 1990-91 to £18.3bn last year, are now projected by the Treasury to total £15.9bn in 1992-93. This figure is £0.9bn lower than the corresponding forecast in the March Budget.

The Treasury's last published forecast in March projects a "real rate of return" for companies - a measure of profitability - of about 7 per cent this year after 6 per cent last year.

But with the economy growing more slowly than the Treasury

predicted, the profits growth may be reined back, eating into the tax take.

Protectionist trade policies add up to a tax on consumers which cost £12bn in 1990, or £16 a week for a family of four, according to another article in the bulletin.

The article says a successful conclusion to the Uruguay round of world trade talks could bring these costs down.

Treasury Bulletin, Summer 1992. Published three times a year, £6.50, available from HMSO.

Halt is called in Ecu bond market

THE MARKET in Ecu bonds, one of Europe's fastest-growing financial markets, virtually seized up yesterday as the latest victim of the stresses within the exchange rate mechanism, Richard Waters writes.

An official halt was called as banks that deal in the market were excused the obligation to quote buy and sell bond prices to each other. The Bank of England and the French Treasury, both of which have raised substantial sums by issuing Ecu bonds, called meetings with marketmakers to try to restore some confidence.

The suspension of normal trading demonstrates how little confidence financial markets now have that European economic and monetary union will be achieved. There has been heavy selling of Ecu bonds since the Danes voted to reject the Maastricht treaty with selling intensifying after Germany raised its discount rate a week ago.

ISMA, the body which oversees the international bond markets, said it believed marketmaking would resume on Monday. Dealers reported that investors were still able to deal with marketmakers yesterday.

Plasterboard cost expected to rise

PRICES paid for plasterboard, one of the most basic building materials, are expected to rise by nearly 10 per cent following a restructuring of list prices and discounts by BFB Industries, which supplies about 85 per cent of plasterboard sold in Britain.

This marks the end of a three-way price war between BFB, Lafarge Coppee of France and Knauf of Germany. BFB says a decline in list prices will be more than offset by reductions in discounts.

Sales prices, after allowing for lower discounts, are expected to rise on average by nearly 10 per cent. This follows a price rise of about 4 per cent, after discounts announced earlier this year by Knauf.

BFB's share price rose 8p to 144p after it announced the price changes.

Hatton denies eight charges

MR Derek Hatton, former deputy leader of Liverpool City Council, yesterday pleaded not guilty to eight charges of conspiracy to defraud the council. He appeared at Stafford Crown Court with six others, all facing various charges of conspiracy to defraud the council.

The case was adjourned to Liverpool Crown Court on October 14 for further legal discussions.

Call to end rundown of mines

A MORATORIUM on the further rundown of Britain's deep mines was urged yesterday by politicians, trades unionists and industry experts in the north-east as part of a campaign to highlight the strategic importance of coal as an energy source. A conference at Bedlington, Northumberland, organised by the Independent Regional Energy Foundation, called for an EC ban on the dumping of cheap imports from outside the community.

Post Office chief appointed

MR Bill Cockburn has been appointed Post Office chief executive for three years from October 22. He is managing director of Royal Mail.

Sir Bryan Nicholson, Post Office chairman, is to move to a part-time basis. He leaves the board at the end of the year.

Touchpaper of unrest on the estates

Paul Cheeseright on the sparks that have lit this summer's riots

NO police officer has been injured in Hillfields, Coventry, for the past week. No police vehicle has been damaged. Such forbearance from the more aggressive residents is unusual.

Outwardly this inner-city district with its high-rise flats and its small council houses is calm. Certainly policemen are out on the beat as normal, but there are suggestions of infighting among the district's drug barons and there is fear among the peaceable. "I wouldn't go out on the streets at night on my own," says Ms Pauline Jacques, chair of The Chantries Tenants and Residents Association.

Hillfields, just north of Coventry city centre, was one of the two Coventry districts where youths clashed with police in May in a series of disturbances which has proved to be the start of a summer season of unrest in British cities, from Bristol in the south to Stockton-on-Tees in the north.

The districts have in common unemployment and deprivation. Hillfields, together with its northern neighbour, Foleshill, were the subject of Coventry's abortive bid for extra government funding through City Challenge, the scheme run by the Department of Environment to encourage towns and cities to compete for finance for urban redevelopment and regeneration projects.

The two districts have the highest unemployment in Coventry. The rate in St Michaels, a ward of Hillfields, is 28.3 per cent, while in Foleshill it is 24.7 per cent. Male unemployment is respectively 34.9 and

29.3 per cent and moving higher. Recession is trapping the skilled and unskilled alike in districts where housing is poor, crime is high and the industrial infrastructure is crumbling.

Local resources to combat the rise in unemployment are running out. Mr Davinder Panesar, training and development manager at the Indian Community Centre in Foleshill, says: "Every day we will have several dozen people who are made redundant and have basic skills. The training provision is full. Even middle management is being made redundant. There is no hope of a job unless you buck up your skills and go into something new."

Ms Jacques, who herself is unemployed, adds: "I don't honestly know where people would start in finding jobs. There isn't anything."

For the black population of Hillfields and Foleshill, the situation is more complicated than simply being the result of the recession. Coventry's City Challenge document noted that "nearly half the population of the area are black. They have particular needs and experience problems of discrimination and racism."

Employment prospects among ethnic minorities are being undermined by racism, says Ms Julia Sudbury, co-ordinator of the Osaba Women's Centre, an Afro-Caribbean group. "There is racism in training and education, there is discrimination at the point of recruitment." Poverty exacerbates communal unease.

Cahan, a local group set up to combat racial harassment, said it had received five complaints of harassment



On the line: police sealed off roads in the Whalley Range area of Blackburn, Lancashire, when about 3,000 youths took to the streets for a second night of violence

MORE THAN 60 people were arrested during a further night of disturbances in three northern towns on Thursday.

In a second evening of trouble in Blackburn, Lancashire, 40 people were arrested after rival groups of youths turned against the police. About 3,000 youths had been on the streets at one time, police said, and 51 petrol bombs had been found.

On Friday last week alone, Mr Panesar observes that many in the Asian community of Foleshill had "a rural background in Pakistan", had been in unskilled work and had not needed to know English.

She says: "Their skills are not relevant to the UK and its culture." Such disadvantages mean that "for them to be in the mainstream, they have to have something extra."

The City Challenge bid for £37.5m over five years was a

means of providing that "something extra". Based on four flagship projects, it sought to create jobs and provide the training so that those jobs could be filled by Hillfields and Foleshill residents while, in the background, smaller grassroots schemes would tackle other problems.

The government's refusal last week to support the bid left Coventry City Council angry. The reasons for refusal, Mr Brian Clack, the leader,

told the environment department, were "spurious". He said the reasons sought to justify "what is clearly a decision to favour other authorities on party political grounds". But it also left the council with a serious financial problem.

Its sources of funding for Hillfields and Foleshill are narrowing. The government's decision this week to rein in public spending means, says Mr John Fletcher, deputy leader of Coventry City Council that "we're

in for a really hard time". The authority made its own budget cuts for fiscal 1992-93 to avoid capping. For 1993-94 it is going to have to cut at least a further £2m from its overall spending. Its capital spending is in any case constrained.

But it is also receiving less from the government's Urban Programme, which provides regeneration funds for 57 local authorities. Funding this year of £4.6m, most of which was spent on Hillfields and Foleshill, was down 10 per cent on 1990-91. Next year's spending is likely to be in the region of £4m. The more the government spends on City Challenge, the less it has for other Urban Programme activities.

Since 1987, the government's Task Force, a series of inter-departmental teams helping to revive local economies, has spent £13.1m - £6.4m from its own budget with the rest coming from other sources - in Hillfields and Foleshill.

But it is being withdrawn next March. Although it leaves behind a legacy of training programmes and an enterprise fund which in five years has helped 190 young businesses and created about 460 jobs, community leaders are bitter.

But Mr Fletcher says he wonders why aid is leaving when the problems have not

PM gives public support to Mellor

By Ivo Dawney,
Political Correspondent

THE PRIME minister yesterday reaffirmed his support for his embattled national heritage secretary, Mr David Mellor, insisting that he would remain at his post.

In his Huntingdon constituency, Mr Mellor said: "We are absolutely committed to making sure we improve the profile and commitment to the arts, heritage and sport."

"David Mellor is very well qualified to deal with that job. He is doing it extremely well. He is going to go on doing it."

It was the first endorsement in public by Mr Major of the heritage secretary since newspaper revelations last Sunday of Mr Mellor's alleged relationship with a 31-year-old actress. It came as the pressure on Mr Mellor appeared to be easing.

Yesterday, the minister made a well-publicised visit to his parents in-law, clearly aimed at projecting a conciliatory impression after press reports of rows within the family. Mr Mellor, asked by reporters whether he would resign, replied: "Absolutely not."

Ministers now believe Mr Major's backing of Mr Mellor should ensure the political survival of the national heritage secretary, provided there are no further embarrassing disclosures.

Mr Mellor also appears to have the backing of most MPs, who are growing increasingly angry at the press criticism. Only one Tory MP, Mrs Ann Winterton, has so far publicly called for his resignation.

Mr Mellor's wife Judith has written to The Sun, the Daily Mirror and Today, protesting at some of their reports.

Iranians to be deported as 'national security' threat

By Jimmy Burns
and Edward Mortimer

BRITAIN yesterday announced it was deporting three Iranians, two of them locally engaged embassy officials, for reasons of "national security" in a move that marks a further deterioration in relations between London and Tehran.

The deportation order follows the announcement by the Iranian government earlier this week that it was expelling Mr Geoffrey Brammer, a British diplomat for "acts violating diplomatic norms".

The Foreign Office said last night that yesterday's deportation order followed "pains-taking investigations" into the activities of the three Iranians which pre-dated Iran's move against Mr Brammer.

The investigations, believed to have involved the Special Branch and MI5, focused on the alleged intelligence activities of the three Iranians

among the political dissident community. At least one of the Iranians is thought to have been involved in tracking Mr Salman Rushdie - under an Iranian death threat because of his book *The Satanic Verses*.

UK officials played down reports that the three Iranians had got as far as plotting to assassinate Mr Rushdie and there was no confirmation that one of the Iranians had been spotted at one of the author's public engagements.

But friends of the author belonging to the Rushdie Defence Committee said that yesterday's move was a "further indication of the close connection between planned terrorist acts and the Iranian government", and showed that the death threat was still hanging over Mr Rushdie.

One of the Iranians is Mr Mehdi Sayed Sadeghi, who worked in the embassy's passport section. Another is Mr Mahmoud Medhi Soltani, who

was in the embassy's public-relations department. Neither were accredited as diplomats and Mr Sadeghi is believed to have been working without necessary immigration papers.

UK officials could provide few details about the third Iranian, Mr Gassem Vakhshiteh, who had been living in the UK as a student.

Last night an Iranian embassy official, who refused to identify himself, accused Britain of taking "hit-for-hit action", and described the allegations against two members of the embassy staff as "absolute nonsense". He said that the student had arrived in the UK last autumn, but that the embassy had no contact with him.

Until recently UK officials hoped that relations with Iran were in the process of improving, particularly after Tehran helped in securing the release of British hostages held in Beirut.

Ulster talks to enter third strand

By David Owen

A MEETING in Dublin next week between the British and Irish governments will mark the start of a new phase in the talks on the political future of Northern Ireland.

It represents the beginning of "strand three" of the talks under the highly complex structure for negotiations. Yesterday it was agreed in Belfast that "strand two", consisting of talks between the British and Irish governments and four Ulster political parties, would resume on September 1 after a five-week summer recess.

This decision was facilitated by an agreement to make the week beginning September 28 the earliest date for the next meeting of the Anglo-Irish Conference.

Police start probe into broking firm

By John Mason

POLICE are investigating the affairs of Lovell, a private client stockbroking firm based in Newcastle which dealt in securities and traded options, it was disclosed yesterday.

The move follows an inquiry into the firm by the Securities and Futures Association which yesterday announced it was finally expelling Lovell from its membership on the grounds it was no longer fit and proper to carry out investment business.

The inquiries by the Northumbrian police fraud squad are focusing on the withdrawal of funds from the clients' bank account to buy a financial services company.

Two directors of the firm, Mr Thomas Lovell, the chairman, and Mr John Hickey, the compliance and finance director, have already been severely reprimanded by the

SFA over the withdrawals which abused its Client Money Regulations.

Earlier this month, the SFA recommended Mr Lovell and Mr Hickey, along with Mr Robert Foster-Moore, the traded options director and Mr Richard Hexton, an options dealer, for dealing in traded option contracts for clients without having reasonable cause to believe the contracts were suitable.

The SFA also found that Mr Hexton, Mr Hickey and Mr Foster-Moore had issued a misleading advertisement to induce prospective clients to invest.

Lovell was wound up in the High Court in October 1990 after being suspended by the Securities Association for failing to meet capital adequacy requirements.

Since then investors have been paid more than £250,000 from the Investors Compensation Scheme.

Land Travel failure leaves customers and staff stranded

By Tim Lawrence

THE spectacular collapse of Land Travel has stranded employees and holidaymakers alike.

Inside the company's smart Churchill House offices in Dorchester Street, Bath, 130 staff - some dressed in black ties after being warned of the impending doom - were told they no longer had jobs.

Outside the offices a crowd of holidaymakers were left to consider that they not only had no holidays but also little chance of getting their money back.

Meanwhile the collapse of Land Travel prompted a flood of horror stories from disgruntled customers, while abroad others were coming to terms with finding themselves

stranded, or at the mercy of coach and ferry operators.

Among the luckier ones were seven coach loads of Land Travel customers who arrived at the Euro Disney resort outside Paris yesterday morning. They were allowed in, despite the fact that they did not all have valid entry tickets, and Euro Disney reported that the coaches were still waiting patiently at the gates for them late yesterday evening.

About 80 Land Travel customers had arrived at the park two weeks ago without valid tickets, according to Euro Disney. On that occasion Euro Disney gave complimentary entry tickets to about 20 of the customers.

Mrs Phyllis Pratt, of Corsham, Wilts, was another customer enticed by the cut price holidays. She booked a four-day coach trip to Holland costing £100, including travel and hotel accommodation.

She was let down on two separate occasions at short notice. Land Travel cited coach problems as the cause for the cancellations, she said.

"They treated me extremely shabbily. I always got the impression they were holding something back," Mrs Pratt said. "It was such a disappointment because I was looking forward to a holiday to help me get over losing my husband."

Among the anxious customers waiting the company's offices after doors were locked at 9.45 am yesterday was Mr Alex Fleming, a social club organiser from Tewkesbury,

near Cheltenham, who had booked a £4,990 seven day trip to Spain for himself and 21 family and friends, which was cancelled on Thursday.

"We are absolutely sick. I was hoping that by coming down here this morning I could get some sort of reimbursement, so that I could arrange another holiday but I've been told we've lost everything."

Mr Judah Duker and Mrs Melkie Duker travelled 250 miles from York to claim money for a holiday to Rome which was cancelled at the last minute on Thursday. The couple left empty handed.

Mr Duker said: "We have been in Britain for two years and we wanted to see as much of Europe as possible. We have lost money in terms of paying almost £100 for visas to enter

France and Italy and £176 on the holiday."

Before the police and liquidators moved in Land Travel offered a range of cut-price European holidays, including three nights in Paris or Brussels at £49, ten days in Poland at £159 and tours to the Austrian lakes, Czechoslovakia, Switzerland, Prague and the Black Forest for less than £150. A week in Costa Brava at Christmas cost £150 and a week in Rome over the new year was priced at £104.

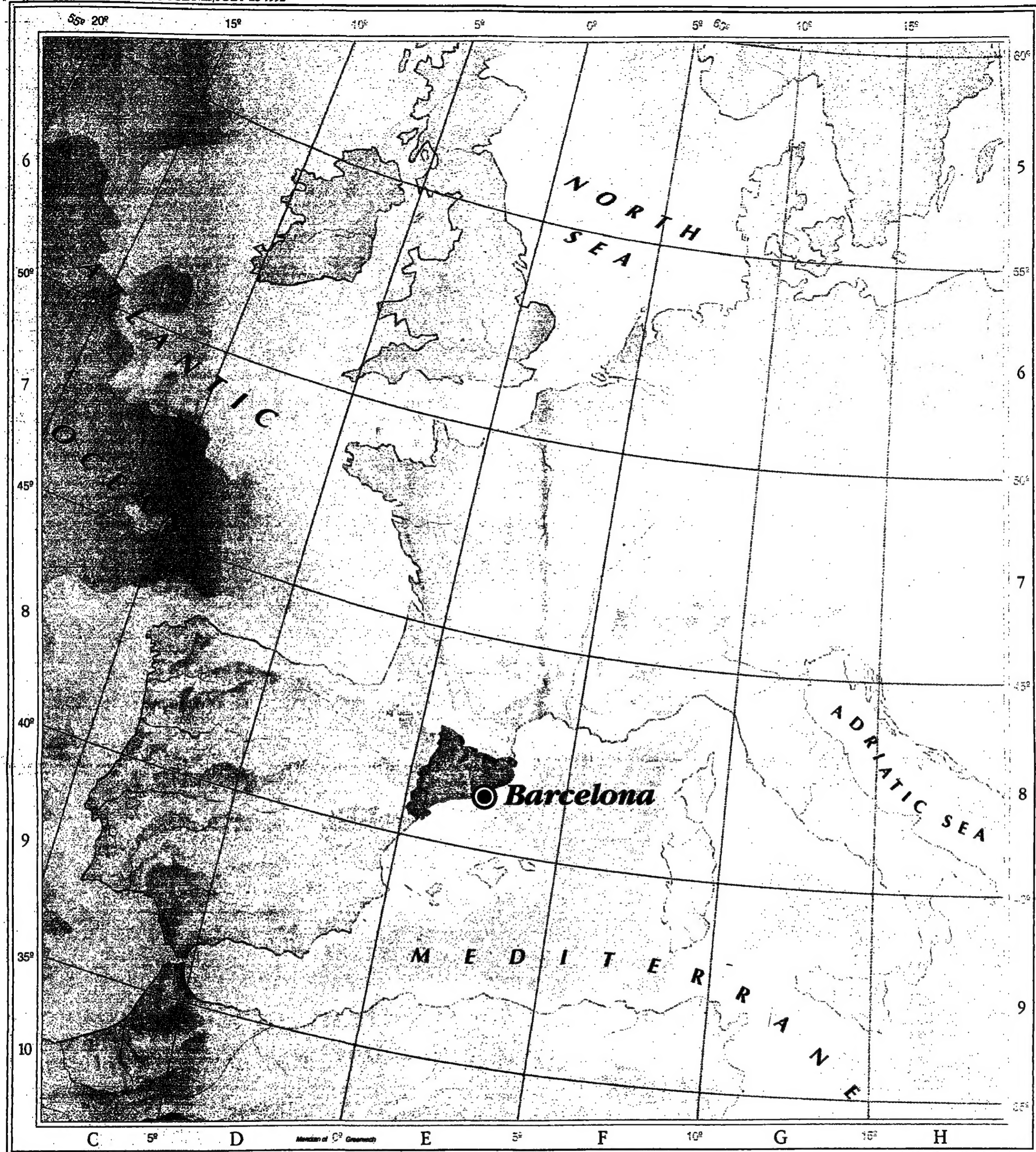
Avon and Somerset police said they had received a number of complaints over a period of time regarding Land Travel.

Company records reveal that Land Travel has been in financial trouble for some time.

Mr Don Foster, MP for Bath, demanded an inquiry into Land Travel and called for new laws to make tour operators produce evidence of confirmed bookings.

"There ought to be government health warnings on package holidays that are not covered by the Association of British Travel Agents," he said.

Mr Foster added: "In spite of everything the message has not been getting through. Of course you are free to make your own choice, but if you do not go with an ABTA company, you must beware of the consequences." He said he would investigate claims that Land Travel holiday packages were insured. "It is unclear who was covering them and what the back up was."



Barcelona '92 Olympic Games.

IN CATALONIA, OF COURSE.

This is where Barcelona is, in Catalonia, a country in Spain with its own culture, language and identity.

A country with a population of only six million people, which has experienced a growth which has made it one of the motors of Europe.

A country in which many foreign enterprises—European, North American, Japanese—have invested and are still heavily investing.

A country which has understood and motivated the genius of Picasso, the force of Miró, the imagination of Dalí, the innovative approach of Tàpies, the art of Montserrat Caballé and Josep Carreras, the mastery of Pau Casals, the daring of Gaudí...

A country which is visited every year by 16 million people from all over the world for its climate and its unique tourist, sports and cultural facilities.

A country with the know-how to get the

Olympic Games for its capital, Barcelona.

Now you know where Barcelona is. In Catalonia, of course.



GENERALITAT DE CATALUNYA
AUTONOMOUS GOVERNMENT
OF CATALONIA

NEWS: UK

Ex-executive wins £804,860 for unfair dismissal

Damages awarded against Nissan UK

By John Mason

DAMAGES of £804,860 were yesterday awarded against Nissan UK, the car distributor, after a High Court judge ruled that a former assistant managing director had been unfairly dismissed. The award is believed to be the largest in an employment action.

Mr Stan Chojal, now managing director of the importer-distributor company for Seat cars in the UK, won the damages after the judge had ruled that Nissan UK had breached his employment contract by reducing his responsibilities to cover only the sales of fleet cars.

Mr Chojal, who worked pre-

viously for Ford UK and Thorn EMI, left Nissan UK in June 1989 after clashing with Mr Octav Botnar, chairman and managing director of Nissan UK. Shortly before, Mr Botnar had failed to sell his Nissan UK company to Nissan Japan, the car manufacturer, and was trying to boost sales of the outdated Bluebird model to fleet operators.

Mr Botnar relieved Mr Chojal of most of his responsibilities and instructed him to concentrate on building fleet car sales - an area in which he had little previous experience.

Mr Chojal, who had been on a salary of £150,000 a year with a 10-year notice period, had said his appointment to fleet

sales had undermined his authority and must have been intended to do so.

He had rightly felt humiliated by Mr Botnar altering his job responsibilities, Judge Laurie said. Before taking the job, Mr Chojal had known of Mr Botnar's autocratic management style - and having gone into the kitchen had to put up with the heat.

However, his contract had been breached because the job of supervising fleet car sales was not in line with his status as assistant managing director, the judge continued.

Mr Botnar had adopted a "take-it-or-leave-it attitude" and made the issue a resigning matter.

Minister signals survival of education authorities

By Andrew Adonis

A CLEAR signal that the government does not intend to announce the demise of elected local education authorities in next week's education white paper was given yesterday by Baroness Blatch, the schools minister.

Instead, it seems that councils are to be allowed to survive so long as they are responsive to local demands. However, the government still hopes to increase the number of schools opting out of local authority control, resulting in many authorities losing their direct managerial function.

The abolition of LEAs is known to have been one of the options considered by the government, and local authorities will greet the news with relief. "If they are to remain play-

ers, local authorities will need increasingly to recognise the position of schools and parents as consumers," Baroness Blatch said, addressing the Council of Local Education Authorities' annual conference in Blackpool.

She singled out the new regime for inspecting schools as one in which local education authorities could play a constructive role.

"LEAs will be able to play a part if they are willing to meet the necessary standards of inspection. I expect many will do so," she said. "There is clear evidence that at least some authorities are recognising the imperatives of greater competition, and are implementing changes to the way they deliver services."

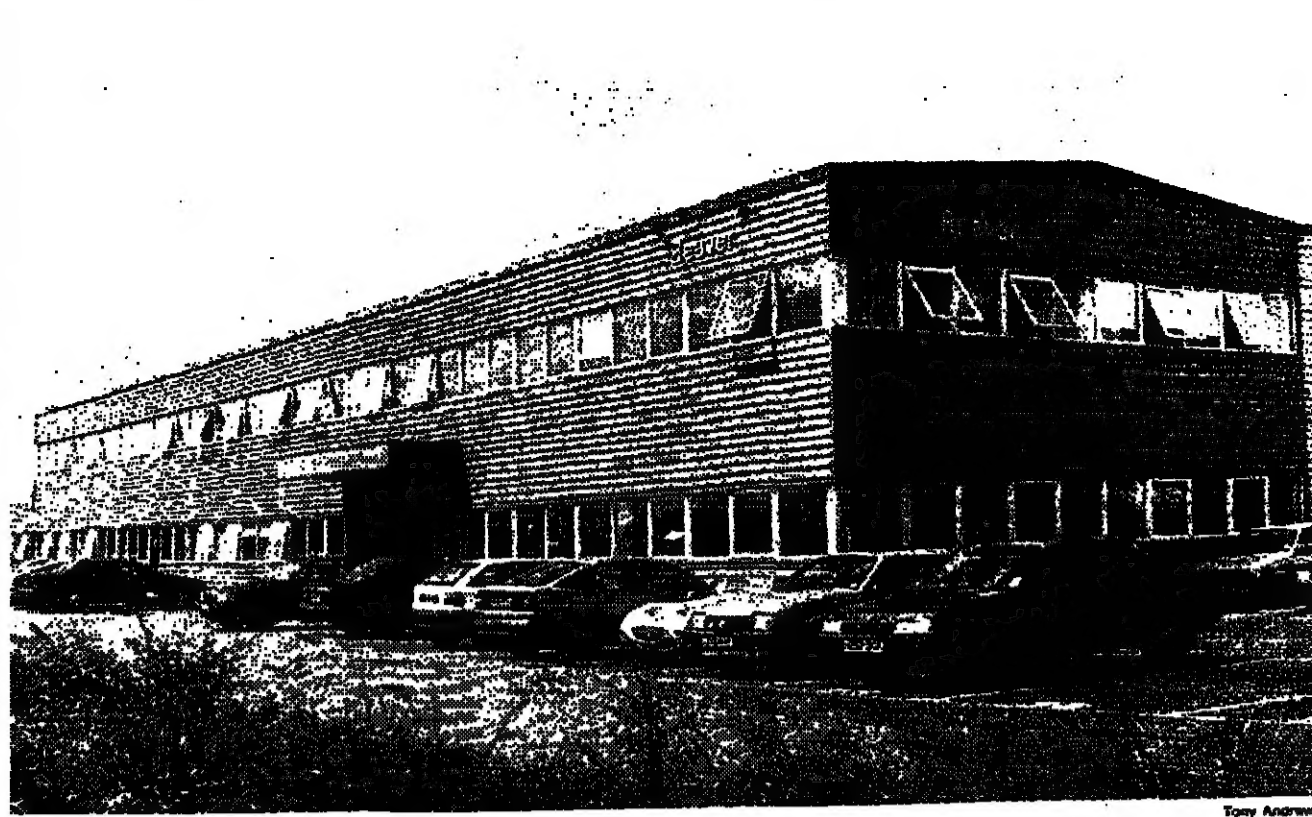
She also highlighted the monitoring of assessment stan-

dards in primary schools. "If LEAs are to retain this role, they will need to demonstrate that they are committed and competent."

Mr Jack Straw, the outgoing shadow education secretary, told the conference: "If local education authorities did not exist, they would have to be reinvented, even if the model used was a far less accountable one."

Baroness Blatch implicitly rejected plans put forward by the teachers' pay review body last week for performance pay based on bonuses for staff in high-achieving schools.

She said: "Incentives should be there not only for the successful teacher, but also for the teacher who is striving to maintain standards in a school which overall is just ticking over or even falling."



Shut down: Tony Balding (right) says he feels "terribly empty and a great sense of loss" about the closure of the business

Rivals mourn loss of Beaver

It was the company that did all the right things but in the end it was beaten by the recession, writes Andrew Baxter

LITTLE more than 11 weeks ago, Mr Tony Balding was greeting visitors to the Beaver Engineering stand at Birmingham's Mach'92 machine-tool show with a smile, a cup of coffee, and an enthusiasm for his products that is typical of the devoted family businessman.

This week the devotion was still there but it was a little harder to smile. On Wednesday Mr Balding signed on at Norwich Jobcentre, a week after being declared redundant by administrative receivers who had moved in at Beaver.

Mr Balding is now the ex-managing director of Beaver, one of the most innovative of Britain's machine-tool companies, and is wondering what to do with himself. "Like every family businessman I can never separate myself from my work," he says. "Even when we go on holiday I am dreaming up new designs for vertical machining centres."

It has been a grim fortnight for the machine-tool industry. The Beaver receivership was followed on Thursday by news that Matrix Churchill, the Midlands based producer, had called in the receivers.

The fears expressed by industry leaders - that some companies are being kept afloat only by the goodwill of their banks - are proving correct. The problem is that the support is now being withdrawn.

Something about the Beaver receivership seems to have touched a chord in an industry that is becoming exasperated by its failure to get the message about its strategic importance across to the government. "It's terrible news," says one machine-tool builder. "Beaver has done all the right

things, but the orders weren't there."

Those outside the industry might wonder about the fuss over the receivership of a company whose workforce never reached 300, and whose peak annual sales were just £11.5m.

The simple answer is that in the 41 years since it was founded by Mr Balding's father Victor - now 76 and, until last week, non-executive chairman - Beaver has become a beacon of excellence that even its rivals say deserves to stay afloat.

But there is a more complex answer. Beaver may be small but its collapse raises some big issues about the future of small-scale entrepreneurship in

In the 1980s the company was raising quality, boosting exports and developing new products

competitive global markets, the attitude of banks and the government to industry, the decline of Britain's manufacturing base - and, ultimately, the UK's future as a serious participant in the world machine-tool industry.

Beaver produced its first machine tool in 1954 and is no stranger to challenges. In 1978 when Mr Balding visited a Chicago show with his father, they discovered the Japanese were selling "bed-type" machines - heavier, more rigid and more accurate than Beaver's "knee-type" range - and for the same price. "We recognised the implications," Mr Balding

recalls. "We either had to accept the challenge or get out." Beaver took the plunge, introducing models just as the UK went into the 1980-81 recession. The initiative saved the company as other UK machine-tool makers - notably the former world leader Alfred Herbert - went under.

In the 1980s, Beaver did all that the Thatcher government was forcing industry to do, raising quality, boosting exports and developing new products. But, says Mr Balding: "We did all this because it was the obvious thing to do, not because they told us to."

In the boom of the mid-1980s the company expanded, opening factories in Peterborough and Halesworth, Suffolk. By mid-1989 it had 289 employees, and a respected range of computer numerically controlled lathes and machining centres.

Then everything went wrong. Orders dried up, the new factories had to be closed and Beaver battened down the hatches. But it has been a very different recession this time, says Mr Balding. The UK customer base has contracted by a third in 15 years, yet foreign competition in the UK market has intensified, mainly from Japan - but also from Taiwan and Germany.

For Mr Balding, the support that foreign competitors have received to carry them through the recession has given them a crucial advantage. "One way or another, funds are being made available. Many large Japanese companies have more than 1,000 machines in stock and one questions whether they are all funded from their own resources."

"When we went into receivership we had 10 machines in stock. If the funds had been

made available to produce 60 machines for stock, we would have been able to run that business at break-even for at least the next 12 months."

However, Beaver's bank facility expired on July 3, and National Westminster Bank refused to renew it. Beaver did not have enough cash to carry it through the lean summer months, and after a last frantic search to find a partner, Mr Balding had no option but to ask for administrative receivers to be appointed.

With the benefit of hindsight, he says he might have done things differently. The company probably stayed too long in family ownership and probably spent too much

Then everything went wrong. Orders dried up and the new factories had to be closed

time and money developing its range when it should have been looking for an additional business leg or finding a new owner.

Ideally, he says, Beaver should have become part of a larger group while simultaneously preserving its entrepreneurialism. "It is an industry where scale is important." Failing that, only a big boost to UK demand could have preserved Beaver in Balding family ownership.

Looking back over the past few weeks, Mr Balding says: "I have no reason to feel bitter, but I feel terribly empty, and a great sense of loss."



He does not blame NatWest - the banks have a job to do, he says, which is to make sure their money is safe - but believes neither the banks nor the government understand the industry. "Between them, someone has to take more of a medium or long-term view. They can't both assume that people are going to come back into the industry when business comes back to something like a normal level of activity." But he criticises the government both for cutting back on the support for research and development that helped Beaver fend off the Japanese 10 years ago, and for the high interest-rate policy of 1989 and 1990 which sucked the working capital out of the company, leaving it unable to afford a restructuring plan.

Ironically, the plan that was vetoed by Coopers & Lybrand, the bank's supervising accountant, is being used by its Cork Gully insolvency arm. It is a painful strategy, involving ending parts and components manufacturing, and concentrating on design, development and service and assembly.

A total of 80 jobs have already gone, but the plan might be the only chance to preserve something from the debacle. Yesterday, Mr Mark Shires, a principal at Cork Gully in Norwich, said an advertisement in Tuesday's FT had prompted a number of inquiries, and Beaver had also secured new machine-tool orders in the past week.

Mr Balding naturally hopes the company will survive - and not simply because the family are the main creditors. "It would be nice to see the business continue in some form, with a new owner to carry it forward."

INVITATION

For the submission of Declarations of Interest for the separate Purchase of the production units and other assets of "HELLENIC CHEMICAL PRODUCTS & FERTILIZERS COMPANY S.A." of Athens, Greece

By virtue of the decision No. 7714/20.7.1992 the Athens Court of Appeal approved the separate sale of the production units and other assets of "HELLENIC CHEMICAL PRODUCTS & FERTILIZERS COMPANY S.A.", of Athens, Greece (the "Company"), which has been declared, by virtue of decision No. 4299/1992 of the Athens Court of Appeal, under the status of special liquidation according to the provisions of Law 1892/1990.

In view of the above "ETHNIKI KEFALEOU S.A. Administration of Assets and Liabilities", in its capacity as Liquidator of the Company, appointed by the above decision, invites interested parties to submit within 20 days from the publication of this Notice non-binding written declarations of interest for the purchase of (one or more of) the production units and other assets of the Company as follows:

PRODUCTION UNITS AND OTHER ASSETS OFFERED FOR SALE
(brief description)

- 1. MANUFACTURING - DRAPETSONA INDUSTRIAL COMPLEX ("DIC")**
Manufacturing includes the following:
(a) FERTILIZERS
4 production units with a total annual capacity of 600,000 mt.
(b) ACIDS AND AGRICULTURAL CHEMICALS
2 production lines for sulphuric acid and one for phosphoric acid, with an annual capacity of 360,000 mt, as well as two production lines for hydrochloric acid, one line for sodium sulphate and one line for potassium sulphate.
Installations for the production of formulations of insecticides, acaricides, fungicides, seed disinfectants and herbicides in liquid or solid form.
(c) SHEET GLASS
Two glass furnaces with a total production capacity of 100,000 L.p.a.
The "DIC" is built on an estate of 255,000m² owned by the Company and located by the sea in Drapetsona, Piraeus. It includes two laboratories for analytical chemistry and for soil research respectively and is accommodated by exclusive port facilities having two berths and a capacity to accept two ships at a time of approx. 15,000 tons and 4,000 tons respectively. The "DIC" is also connected with the national railway network.
- 2. MINING**
In the mining sector the Company is holding mining licences over a total area of 350km² up to the year 2023 with the option for further extension up to the year 2048 at least, two differential flotation ore plants for mixed sulphides with a capacity of 700,000 and 400,000 tons respectively with certain sulphides ore of reserves of more than 13 million tons and possible 7 more million tons and, in addition, 11 million tons of pyrite, 4 million tons of chalcopirite and 1.5 million tons of manganese ore.
The mines are located in the area of the villages of Straton and Olympos in the Chalkidiki Peninsula (Northern Greece).
The Company owns 1,764,000m² of land, of which 101,000m² within the area of Straton village, containing houses of a total built area of 20,295m². In Straton Bay exist loading facilities, which can accommodate ships of up to 15,000 tons of capacity.
- 3. QUARRIES**
In the quarrying sector the Company is holding a marble quarry of a variation known as "Heliokastion" on an area of 21,640,000m² and two plants for the processing of marble blocks of a capacity of 15,000m².
The plants are situated near the town of Hermioni in Peloponnese on owned land of 106,000m². On the same land there are houses with a total covered area of 5,242m² and offices and stores of a total covered area of 984m².
- 4. REAL ESTATE**
Real Estate owned by the Company includes:
(a) 25,000m² of land within and 183,000m² outside the territorial limits of the Yalova Area (Province of Mesimela).
(b) 36,000m² of land in the Eleftheria Industrial Zone; and
(c) 14,000m² of land in the Eklali (Attica) region outside the "town plan".
- 5. PORTFOLIO**
The Company's portfolio includes nine thousand (9,000) registered shares in the Greek company "Chemical Industries of Northern Greece S.A.", being 15% of the share capital thereof.

SALE PROCEDURE

The sale of the above mentioned production units and other assets shall take place by way of public bids according to the provisions of article 46a of Law 1892/1990.

DECLARATIONS OF INTEREST ALREADY SUBMITTED

Declarations of interest for one or more of the above mentioned production units and other assets are required to be submitted again by those having already submitted their interest following previous invitations published in the Greek newspapers and in Financial Times which invitations referred to the sale of the assets of the Company as a whole.

SUBMISSION OF DECLARATIONS OF INTEREST - FURTHER INFORMATION

Declarations of interest should be submitted within a 20-day period, as aforesaid, to the Liquidator of the Company: "ETHNIKI KEFALEOU S.A. Administration of Assets and Liabilities", of 1, Skouloustris Str., 105 61 Athens, Greece. Tel no.: +30-1-323.14.84, fax: +30-1-321.79.05, telex: 216867 KEF GR. For further information please contact the Liquidator (attn. Mr Peter P. Dracopoulos) from 10.00 to 12.00

The Liquidator
ETHNIKI KEFALEOU S.A.
Administration of Assets and Liabilities

Court action over Harrods blocked

AN ACTION for damages in the High Court by Lomro, the international trading group, and Mr Tiny Rowland, its chief executive, alleging a dirty tricks campaign by the Fayed brothers during the row over the ownership of Harrods, the London department store, was yesterday ordered to be struck out.

Mr Justice Macpherson said the action, launched last year, was another round in the "prolonged public warfare with no holds barred" over the Fayed's acquisition of the House of Fraser stores group.

If the action were allowed to go ahead it would inevitably involve raking over the whole dispute with "mud slung in all directions", Mr Justice Macpherson said.

Lomro and Mr Rowland were ordered to pay the costs of House of Fraser's application to have the action struck out.

Lomro was refused leave to appeal but its lawyers said later there were good grounds for appeal and further moves would be considered.

The action sought damages and an injunction in respect of

an alleged conspiracy by brothers Mohammed and Ali Al Fayed to injure Lomro and Mr Rowland.

The main figure in the conspiracy allegations, Miss Francesca Pollard, was said to have been used as a "tool" by the Fayed brothers in a "long-running campaign of vilification", with her main target being Mr Rowland personally.

The judge said that, "in a unpleasant twist", Miss Pollard had gone over to the Lomro camp in the summer of 1991. He said that, over the past six years, Lomro and Mr Row-

land had been intent on discrediting the Fayed and had spared no expense.

But the Fayed themselves were not "fly-by-night" and were prepared to "descend to the depths of vulgarity".

The judge said he was "sceptical" of Lomro's claim for damages and "even more sceptical" of its claim for an injunction. Neither remedy was likely to be available to them.

Mr Justice Macpherson said: "I fail to see why such a public, unpleasant and vitriolic vendetta should be allowed to be aired in court."

Companies House review is ordered

By Andrew Baxter

THE Department of Trade and Industry yesterday announced a review of Companies House that could lead to the full or partial privatisation of the Cardiff-based agency.

The move signals a further step in the government's programme to put services into the private sector where appropriate.

"The government's job is to govern, not to administer," Mr Michael Heseltine, trade and industry secretary, said yesterday. "This is the basis on which I intend my department to carry out its review of agencies, starting with Companies House."

Supporters of Civil Service privatisation have long argued that Companies House is an ideal candidate for privatisation, but any decision to sell it

would be considered controversial because of potential implications for jobs and because of worries over impartiality under private control.

The department is soon to appoint consultants to help with the Companies House review, which will examine its operation and role and advise on how its work can best be carried out in the future.

Among options to be studied will be full or partial privatisation, contracting out of some activities or continuing as present. The department promised full consultation with staff and unions.

Companies House employs the equivalent of 1,150 full-time staff and incorporates companies, makes company information available to the public, and takes action against companies which file their reports late.

Private tax work may go to tender

By Richard Evans

THE government is considering contracting out computer processing work on taxpayers' confidential files as part of a drive to transfer as much civil service work as possible to the private sector.

The Inland Revenue said yesterday it was exploring "the feasibility of a contractual partnership with one or possibly two major private sector computer organisations" to process tax demands.

"No decisions will be taken unless it can be demonstrated that the highest quality service and the best value for money is provided," the Revenue said. It stressed that the organisation would remain responsible for preserving data security.

Five companies, IBM, ICL, Computer Sciences Corporation, Digital Equipment Corpo-

ration, and Electronic Data Systems have been approached, and discussions should be concluded in the autumn.

The move brought immediate condemnation from the Inland Revenue Staff Federation on the grounds that it could endanger the confidentiality of taxpayers. Mr Clive Brooke, federation general secretary, appealed for "this dangerous move" to be reversed.

The contracting out of Whitehall jobs is part of a drive to put civil service work out to competitive tender. Departments have been asked to list activities that could be included in the initiative, known as market testing. A market testing could save as much as 25 per cent of the £20bn total of central government annual costs.

Unit trust funds drop to £57bn

By Scheherazade Daneshkhu

FUNDS under management in unit trusts dropped last month to £57bn after breaking the £60bn barrier in May.

This was in spite of an increase in net sales of unit trusts personal equity plans to £336.4m in the second quarter, which pushed the value of unit trust funds over the £2bn mark to £2.4bn.

But unit trusts last month experienced their first outflow since February with sales of unit trusts exceeding purchases by £23.5m. Total sales last month were £617.4m, a significant drop on the previous month and on the £1bn achieved in April. However, net inflows in the second quarter of the year, at £463.8m far exceeded the £255.8m achieved in the first quarter and represented one of the highest quarterly sales since 1989.

Inflows into unit trust funds were aided in the second quarter by the change to Pep rules in the Budget by Mr Norman Lamont, the chancellor. He announced that £8,000 could be invested in a unit or investment trust fund from the start of the 1992-93 tax year. The previous limit - except for investment trust new issues - had been £3,000. Income and capital gains from Peps are tax-free.

Mr Philip Warland, director-general of the UTA said: "The sales of Peps are a quite remarkable achievement in a personal savings market which saw outflows from building societies and the great attraction of National Savings."

Four years
of pain, sacrifice
and self-denial.

The things
people do for a
trip on
British Airways.

We're flying the British Olympic Team to Barcelona.

BRITISH AIRWAYS

The world's favourite airline.

FINANCIAL TIMES

Number One Southwark Bridge, London SE1 9HL
Tel: 071-873 3000 Telex: 922186 Fax: 071-407 5700

Saturday July 25 1992

The Treasury fights back

LAST WEEK, the UK Treasury was under attack. But help from its allies – the prime minister over control on public spending and the principal central banks over the exchange rate – has given it room for manoeuvre. It is not very much room; and it may not last for very long. But the Treasury does at least remain in charge of the principal levers of power, other than monetary policy.

It may be prepared to bow the knee before the Bundesbank. But it is not prepared to accept upstarts at home. An independent Bank of England, free to follow domestic monetary targets, was never to be tolerated. The Treasury's permanent enemies are, however, neither the Bundesbank, nor even the Bank of England, but the spending ministries of Whitehall. At a time when recovery seems to be "just tomorrow" and never "jam today", the battle for spending control has to be fought more vigorously than for many years.

Blessed with the prime minister's strong support – the *sine qua non* of effective control over public expenditure – the Treasury gained a notable victory this week, both in the changes in procedure agreed by the cabinet and in the actual figures.

The beauty – from the Treasury's point of view – of the new procedure is that it will place the spending ministers, like scorpions, in a bottle of predetermined size. At the beginning of each spending round a figure will be agreed. In this year's round, which will focus upon expenditure allocations for 1993-94, the relevant figure is to be the old-style "planning total". This is now reconfirmed at the £244.5bn agreed during last year's autumn spending round.

From next year – when decisions on revenue, hitherto announced in the spring Budget, are to be combined with autumn's spending decisions – the operational ceiling is to be renamed the "control total". This will be the planning total, less cyclical social security spending.

Larger bottle

In 1994-95 and 1995-96, the control total is to grow by no more than 3 and 3½ per cent, respectively, in cash terms. After real growth of well over 4 per cent in the planning total between 1992-93 and 1993-94 (though, says the Treasury, of only 2.8 per cent in a notional control total), the real increase in the control total is to be 0.75 per cent in 1994-95 and 1 per cent in 1995-96. Over the long term, the Treasury hopes that public spending will grow more slowly than the economy. The ratio of public spending to gross domestic product will then fall steadily, along with the deficit.

The new procedure should work, provided the scorpions do fight each other rather than collude to seek a larger bottle. Their battles will not be with the Treasury, even if negotiations still take the form of bilateral discussions with the chief secretary, but with one another over shares of the total. What will no longer happen, therefore, is a series of bilateral discussions whose outcome will determine the size of public spending. And if the chief secretary cannot keep the scorpions in order, the chancellor's new cabinet committee stands behind him.

Too generous

Yet even if the procedure itself works, it may still not be enough. Last autumn's planning total for 1993-94 was far too generous, involving an increase of £13bn over the target agreed in autumn 1990. The government simply had to meet this target, especially when inflation is expected to be significantly lower both this year and next than earlier forecast. But it still implies growth of general government expenditure of 4 per cent in real terms. When the public sector borrowing requirement is already some 5 per cent of GDP and economic growth is, to say the least, uncertain, that initial increase is excessive.

All the stringency has been left to 1994-95 and 1995-96, by which time the public sector's finances could look very shaky. If there is no recovery, the public sector borrowing requirement might well be over 6 per cent of GDP by 1993-94. Again, with no strong recovery, it would take forever for mild stringency to bring that down to more reasonable levels. In the meantime, tighter budgets and perhaps even higher real long-term interest rates, may make the recovery less likely.

Public sector stringency is required in the medium term. But what is needed still more is recovery. Some see "green shoots" once again. This week's retail sales figures do little to support that hope, even though the British Chambers of Commerce argues that the economy is slowly improving, if fragile. Import growth also suggests recovery in demand, but export performance is too poor to add much to output. The economy is, in short, still bumping along that celebrated bottom. This is where the central bankers come in. By their intervention this week they saved the Treasury from having to follow last week's tightening by the Bundesbank. But with neglect still the US attitude to the dollar and Italy in severe difficulties, further exchange rate shocks cannot be ruled out. The British Treasury has reconfirmed domestic primacy, but it holds sway over a battered kingdom.

The thousand journalists covering the international AIDS conference in Amsterdam this week found it far easier to write scare stories than to report scientific breakthroughs.

One obsession was a mysterious new microbe, possibly responsible for several dozen cases in which patients had symptoms of AIDS but no trace of HIV, the virus that normally causes that disease.

On the global level, there were statistics alone to show how "small discrete epidemics have coalesced into a worldwide pandemic sparing no region and virtually no country", as Dr Michael Merson, director of the World Health Organisation's AIDS programme, put it. Between 10m and 12m adults and 1m children are infected, 80 per cent of them in developing countries; 2m people have developed AIDS and more than 1m have died. Projections for the year 2000 range from 30m to 120m people with HIV.

African delegates described how AIDS – spread mainly through heterosexual intercourse – was starting to destroy the social fabric of their countries. AIDS patients take up more than half the beds of urban hospitals in countries such as Zaire and Zambia.

The global cost of AIDS care, research and prevention was about \$10bn (\$5.24bn) last year, the Harvard School of Public Health estimates. The US alone has already spent \$10bn looking after people with HIV in the 10 years since AIDS was first recognised as a disease.

The good news in Amsterdam was too subtle to make headlines. None of the several thousand doctors and scientists at the conference reported anything that even the most excitable journalist could call a big breakthrough. Even so, the pharmaceutical industry is making progress in developing drugs and vaccines. Scientists are uncovering the bizarre biological processes underlying HIV infection and disease.

Within the next year or so, new drugs such as Glaxo's 3TC and Bristol-Myers Squibb's ddI are likely to begin large-scale clinical trials. Although they work in a similar way to Wellcome's AZT, which has a virtual monopoly of the anti-HIV market since it was rushed into production in 1987, they may have fewer side effects and/or stronger anti-viral activity than AZT.

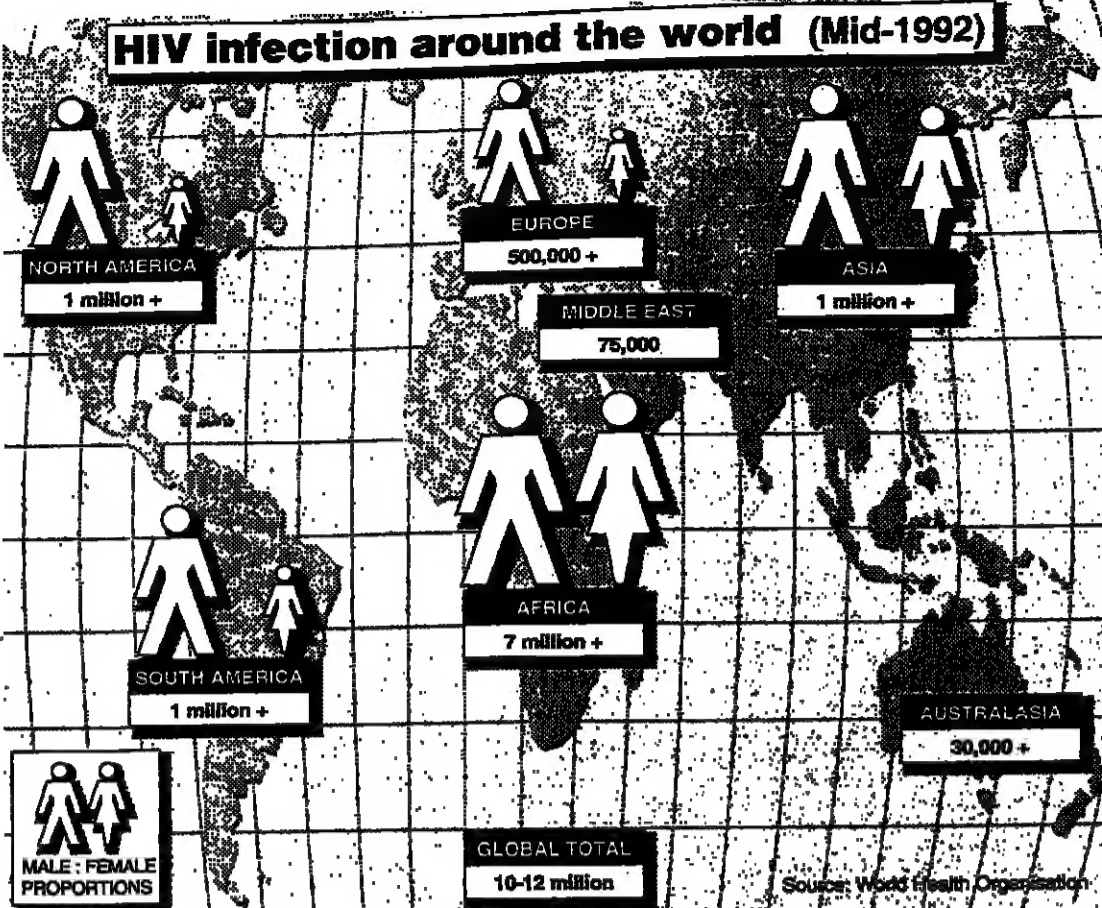
The latest evidence shows that a "cocktail" of two or more anti-HIV drugs works better than any single medicine on its own. Combination therapy will multiply the benefits of new drugs, but unfortunately not to the extent of curing patients.

A dozen candidate vaccines are in the first phase of clinical trials. None of the uninfected volunteers has suffered any adverse reaction – and their immune systems have developed some of the antibodies required to fight HIV.

The citizens of Illinois have recently ended a well-meaning but ultimately vain attempt to combat AIDS. For nearly two years, all couples planning to marry had to be tested for HIV. In theory, it was a good idea – but the people of Illinois did not agree. Loving couples either postponed marriage, or got married in another state. In the first 12 months, only 159,000 people were tested, at a cost of \$5.6m (£2.9m). Of those tested, a mere 23 were HIV positive. Faced with this great cost, the state caved in: the world's most ambitious experiment in compulsory mass HIV testing collapsed. In Cuba, people found to be HIV

Grim statistics mask advances

Aids has already claimed a million lives, but drug companies are making progress towards a vaccine, says Clive Cookson



Vaccine manufacturers and government health bodies in developing and developed countries are now confident enough to be preparing for large-scale trials, each involving several thousand people, which could start in 1994-95.

There will be formidable ethical problems: how, for example, to obtain informed consent from a partly illiterate group to take part in a trial in which half receive a "placebo" dummy jab and the other half a potentially risky experimental vaccine. Dr Stephen Lwanga, director-general of the Uganda AIDS Commission, said his country would

collaborate with drug companies on a large-scale trial, on certain conditions. "I'm sure we will come to an amicable understanding on who bears the liability if things go wrong – and who derives the profits if they go right," he commented.

Looking further ahead, scientists at the conference reported remarkable progress in understanding how the human immune system first defends itself against HIV and then, after a few years, begins to succumb to the virus. This has been balanced by new evidence of how HIV itself changes character in a patient over time by genetic muta-

tion. Together these two avenues of research will lead eventually to new ideas for treating HIV.

Now that AIDS is in its second decade, scientists are paying attention to the minority of people with HIV who are still healthy more than 10 years after infection. Researchers at the University of California, San Francisco, have discovered that a type of white blood cell called CD8 keeps HIV under control by suppressing the virus in infected cells.

In most people the CD8 cells lose their activity after a few years. Then the CD4 cells – the immune cells normally studied to define the

progress of AIDS – disappear and symptoms appear. The UCSF researchers are working to develop treatments based on CD8 cells.

The virus itself mutates more rapidly than any other microbe. Not only are there countless different strains, but within each individual person HIV changes character as the disease progresses. In the early years of infection the rate of mutation is relatively low. Later, after the patient's immune defences have collapsed, HIV can quickly change into more virulent forms.

These observations explain why patients become resistant to anti-HIV drugs more quickly in the final stages of the disease. Several experimental drugs have recently been abandoned because the virus quickly became resistant to them.

Researchers are now identifying the precise genetic changes responsible for drug resistance. They will then be able to predict which drug combinations are best able to outwit HIV's genetic variability. The onset of resistance or even deliberately create resistance in order to weaken the virus. (New evidence suggests that some mutations which make HIV resistant to drugs also make it less virulent.)

The pharmaceutical industry remains committed to converting the advances in basic science into better HIV drugs and vaccines. Drug companies were very visible at the conference, with marketing staff in the vast exhibition hall and researchers in the scientific sessions. The industry spends several hundred million dollars a year on AIDS R&D. Compared to the likely commercial return from the products, HIV probably gets a disproportionate share of pharmaceutical research funds, because the companies' scientific credibility would be at stake if they pulled out of such a fast-moving and medically important field.

They got no thanks from the hundreds of AIDS activists who were officially accredited to the conference. Act-up, the most vocal group, targeted several companies for noisy "die-in" demonstrations, accusing them of making excessive profits from overpriced AIDS drugs.

Professor Anthony Pinching of St Bartholomew's Hospital in London voiced the concern of many specialists that the activists would go too far. "The industry makes a classic pantomime villain but what they fail to understand is that its commitment and goodwill is jeopardised by their ridiculous abuse," he said. "The executives will eventually decide that AIDS is too hot politically and they'll pull the plug."

If the drug companies cut back on research it would be a scare story for the millions of people who are dependent upon them to come up with a cure.

of HIV positive status. Whether or not there is also a new rare undetectable strain of immune deficiency virus, we will soon have to think hard about when and when to test our citizens for HIV. We shall need to learn the lessons from Illinois, confront the issues of civil liberties and stigma, but be sturdily aware that, in a matter of such consequence, the ultimate justification may lie not in the private indignance of the individual but in the public health of the nation.

Rex Winsbury

The author is publisher/editor of *Aids Analysis Africa*.

A testing dilemma

positive are forcibly quarantined. Quarantining is also legal in Norway, but has not been put into practice for political reasons.

Nevertheless, experts at this week's Amsterdam conference warned that "criminalisation" of HIV not only does not work; it is also ethically objectionable.

In Sweden, however, 96 per cent of pregnant women are tested for HIV voluntarily. Norway also tests pregnant women. So mass testing, on a voluntary basis, can work.

But with ever more gloomy forecasts about the global spread of HIV, the issue of compulsory HIV testing remains.

Eriksson, the Swedish electrical multinational, tests managers about to go abroad to high risk areas, simply because HIV infection impairs resistance to other diseases. In the UK, companies such as Unilever test managers recruited in high risk areas, on the grounds that they may travel to countries which require a negative HIV test

before a work permit is granted.

The US Army screens recruits and rejects those who are HIV-positive, and tests all servicemen and women about every 18 months. The policy seems to have worked. The rate of HIV infection has been dropping; in fact, the US Air Force is making tests less frequent, because its rate has dropped so low.

So mass screening can work, at least in certain circumstances. The fear is the stigmatisation and ostracism that often follows revelation

MAN IN THE NEWS: Kelvin MacKenzie

Tabloid terror turned hero

There has rarely been such a tabloid villain as Kelvin MacKenzie, editor of *The Sun*. Britain's top-selling daily newspaper. His previous convictions are legendary. MacKenzie and his team have been guilty of: ● Lies – such as allegations about the private life of pop singer Elton John which led to a £1m out-of-court settlement, and the headline "The truth" over a story about the behaviour of Liverpool fans before the Hillsborough football stadium disaster, which was no such thing; ● Jingoism – with headlines such as "Cotcha" (one edition) after a British submarine sank the General Belgrano during the Falklands war, and "Up yours Delors" in honour of the president of the European Commission; ● Prejudice – for announcing: "Straight sex cannot give you AIDS – official" and suggesting that AIDS is nothing for normal folk to worry about; ● Bias – for election coverage that could have come straight from Conservative Central Office – culminating in the election morning front-page picture of Neil Kinnock inside a light bulb and the white-on-blue headline: "If Kinnock wins today, will the last person to leave Britain please turn out the lights."

To his detractors, MacKenzie is the man who has debauched British press standards and is, more than any other, responsible for political threats to introduce statutory controls on press freedom or privacy legislation.

He is keen to protect his own privacy. His *Who's Who* entry is almost certainly the shortest in the volume: "MacKenzie, Kelvin Calder; Editor of *The Sun*, since 1981; b 22

Oct. 1946; m 1969, Jacqueline Mary Holland; two sons d. Educ. Alleyn's Sch., Dulwich. Address: The Sun, Virginia Street, E1 9HL. T: 071-782 4000."

Admirers, who include Rupert Murdoch, his proprietor, see him as one of Britain's most talented editors, whose loudmouthed tirades sum up what the average person is thinking or is about to think. Yet on Monday evening, MacKenzie the tabloid terrorist turned into cunningly effective defender of press freedom. As broadsheet editors refined their hand-wringing editorials on the revelations in *The People* newspaper about heritage secretary David Mellor's affair with an actress, Mr MacKenzie struck out in the only way he knows – by going on the attack.

The Conservative-supporting editor of a Conservative-supporting newspaper pulled his own revelation out of a hat – that during the general election campaign a senior cabinet minister had tried to interest him in a sexual smear of Liberal Democrat leader Paddy Ashdown. The names and addresses of women who, it was claimed, had had affairs with Ashdown, had been supplied by the unnamed minister. The *Sun* says it checked the allegations and found them to be untrue.

MacKenzie decided it was time to hit back at hypocritical politicians trying to blame newspapers for society's ills. He decided it was time, in his favourite phrase for causing mayhem, to put "a ferret up the trouser leg".

Surprisingly, he chose to drop his bombshell on the Radio 4's rather sedate programme, *The World Tonight*. It is MacKenzie's favourite radio programme. He listens on the



car radio as he travels home with the first edition of *The Sun* safely to bed. "It's taught me all I know about Bosnia," he says admiringly. That day, *The World Tonight* and everyone else were chasing MacKenzie for an interview on the Mellor affair. The television stations were being ignored, but MacKenzie's office was talking to a producer from *The World Tonight*. No, he would not come into the studio to debate the issue with Labour MP Clare Short. No, he would not come down six floors into a radio car. But he would do a telephone interview from his office.

Presenter Richard Kershaw scrambled to a studio and went straight into an interview with a few scribbled notes. The notion of a privacy bill was simply a cloak to stop newspapers revealing the real intentions of the rich and famous, MacKenzie argued.

"If you don't want to appear in the papers, then don't drop your

trousers. It is as simple as that," was his blunt advice to politicians. And then he took a huge bite out of the hand that he had been kissing as recently as April by telling the story of the senior Tory minister, Kershaw recognised immediately he had an important story and one of far greater significance than that of the minister and the actress.

MacKenzie came out of his office and told staff he might have dropped a clanger. They replied that what he had dropped was a story, and would he please get it into the paper. It missed the first edition, but a trenchant page-one opinion piece was soon produced.

Even *The Sun's* bitter rival, the *Daily Mirror*, said that in spite of MacKenzie's fondness for fiction, "even he would have thought would not actually INVENT the story that a Cabinet minister telephoned him with the names of three (or five) women allegedly having an affair with Mr Ashdown."

MacKenzie insists that he had the conversation directly with the senior minister, whom he has refused to name, though government officials have denied the story.

The incident marks an important turning point in relations between government and the press. Two weeks ago, Mr John Major, the prime minister, was indicating to journalists that privacy legislation was becoming more likely. Now, after MacKenzie's counter-attack and this week's declaration from the Press Complaints Commission that the public has the right to know about the private behaviour of politicians if it could affect their official duties, Mr Major is letting it be known that privacy legislation is unlikely.

It is doubtful whether this will be enough to persuade MacKenzie to put the genie back in the bottle. "The heat will be turned down on the tabloids and turned up on the politicians when parliament returns in the autumn," promises MacKenzie.

Raymond Snoddy

TESSA ELITE

11.30%
TAX-FREE

The Tax-Free Way to Save

Did you know that everyone, aged 18 or over, is entitled to tax-free interest on a TESSA? Our TESSA ELITE will pay you a highly competitive rate of 11.30% - completely tax-free.

You can open the account with anything from £20 to £3,000. And, subject to the statutory limits, you can invest up to £9,000 over a 5 year period.

Investments can be made either with lump sums or regular monthly savings - by post, standing order or by calling into your local branch.

You can also make your savings work even harder for you by opening a Lambeth Two-Year Term Share Account, where your money will be earning an excellent rate of interest even before it's transferred into your TESSA ELITE.

For full details send the coupon now, or telephone 071-928 1331.

Head Office:
118/120 Westminster Bridge Road,
London SE1 7XE. Tel: 071-928 1331.

Financial Security since 1852.

Member of The Building Societies Association.

Interest rates subject to variation, and correct at time of going to press.

Send to: LAMBETH BUILDING SOCIETY, FREEPOST, LONDON SE1 2BR.

Please send me full details of TESSA ELITE together with an application form.

Name: _____

Address: _____

Postcode: _____

YOUR BRIDGE TO A Surer FINANCIAL FUTURE.

As Clinton surges ahead in the polls, Jurek Martin looks at the collapse of morale in the Bush camp

A desperate call to order

What a difference a week can make in politics. Seven days ago, a successful Democratic party convention in New York could not dispel the prevalent sense that this presidential election was still as much George Bush's to lose as it was Bill Clinton's to win. Now the feeling is that the governor of Arkansas is going to have to screw things up very badly (or be screwed by a ruthless negative campaign) not to end up in the White House.

Three factors lie behind the changed perception. First, the polls put Mr Clinton 20-30 points ahead of Mr Bush nationally, the biggest convention "bounce" in history. They show that supporters of Ross Perot, the defecting independent candidate, much prefer Mr Clinton's newly refined semi-populist message of change. Some state surveys now find Mr Bush weaker than anticipated west of the Mississippi, where he stood to gain most from Mr Perot's withdrawal.

Second, Mr Clinton and Senator Al Gore, his running mate, embarked on a 1,000-mile bus odyssey through small towns from New York to St. Louis that drew fabulous crowds and rave political reviews. The ticket looked sharp, impressive in its youthful energy, consistent in its themes. Comparisons were drawn with Harry Truman's "whistle stop" train tours of 1948 by those not old enough to

remember them. But finally, and potentially far exceeding any ephemeral qualities in the first two, Bush had a truly terrible week, unsure of himself and looking ratty and his age. The return of James Baker from the State Department to run the White House and the campaign next month was suddenly seen not merely as desirable but as the last, perhaps only, hope of salvaging re-election.

As pundit after pundit pontificated, the problem was no longer "Is President Dan Quayle (though he is not an asset when matched against Mr Gore), no longer the faltering economy (though, as Alan Greenspan, the Fed's chairman, implied, it is unlikely to come good enough to benefit Mr Bush greatly by November), no longer the defence of Saddam Hussein or the tragedy of what was Yugoslavia (though both undermine the president's record in foreign policy). The problem, put simply, is George Bush himself.

He did campaign this week, contrary to his promise to keep his powder dry until the convention in Houston next month. Two excursions were disastrous. In New Jersey, he

got plain wrong his own education grant proposal for the less well-off in a Washington suburb he was impaled, in front of the cameras, by a local teacher complaining of his distortions of traditional family values.

He had a crack at Mr Clinton's economic policies, which should have been fruitful because it is not clear how his opponent would simultaneously finance his investment programme and reduce the budget deficit. But Mr Bush could only warn yet again of the dangers of "liberal" and "tax and spend" Democrats running the country.

That worked in the Reagan campaigns and still had mileage in 1988. But the economy is now Mr Bush's responsibility and sloughing the blame for its plight on congressional Democrats does not suggest a way out of the impasse. Ross Perot is not the only American to believe it would help to have the president and the Congress working together for a change — and it is a stone cold certainty that the Democrats will still be running Capitol Hill after November.

Other atmospherics around the president were also depressed. The White House



had to fight off endless rumours that Mr Bush was unwell (or that Barbara Bush or Marilyn Quayle were ailing). Some Republicans in Congress, led by the sceptic Senator Alan Simpson of Wyoming, said

they might not even go to Houston. Jack Kemp, the housing secretary and once again, with the Los Angeles riots a fading memory, semi-detached from the government, let it be known that he was proposing

to be in Colorado since no speaking slot had been assigned to him.

The "dumb Quayle" movement, possibly artfully stoked from a distance by Mr Baker, gathered such force that Mr Bush was obliged to state that his vice-president's future was "certain," whatever that meant, and Mr Quayle to declare that he would step aside if he thought he was hurting his president. He may have then done precisely that by getting into a public disagreement with his wife over what to advise their daughter if she were unmarried and pregnant. Mr Quayle, sounding like a father and not an anti-abortion zealot, said he would support any decision she took. Mrs Quayle, who has strong opinions on many things, stated flatly any baby would be carried to term. Even Mr Clinton sounded sorry for the vice-president.

But to dispose of him for anyone other than General Colin Powell, chairman of the joint chiefs and, never forget, a black, would smack of desperation. Other good candidates exist — Dick Cheney, the secretary of defence, Senator Phil Gramm of Texas, Governor

Pete Wilson of California, even, improbably, Mr Kemp — but all are potential rivals of Mr Baker, whose own longer-term ambitions can probably best be served by the return of Mr Bush and Mr Quayle in tandem. Military action against Iraq on the ticket. But this would make Mr Bush too obviously a puppet and is probably too crude a ploy for a man of Mr Baker's sophistication.

Foreign policy offered no relief, apart from Mr Baker's satisfactory sessions in Israel. Saddam Hussein presents Mr Bush with a very real dilemma. Military action against Iraq might be seen as too transparent an attempt to boost domestic political popularity, whereas failure to do so could be taken as a further abdication of US leadership. The fear of Americans coming home in body bags or civilian targets bombed in error is also real.

Mr Clinton's own warning to Saddam Hussein was both statesmanlike and designed to minimise any advantages accruing to Mr Bush should air strikes be launched. He was also quick to insert the knife with his comment that the imminent transfer of Mr Baker

("the best we've got") showed that Mr Bush cared less about foreign policy than about re-election.

Mr Baker is also not inheriting the best campaign team in the business. Lee Atwater, the hard-nosed tactical foil to his own strategic sense in 1988, is dead. Sam Skinner is considered to be out of his political depth as White House chief of staff. Rich Bond, Republican party chairman, compares poorly with Ron Brown, his Democratic counterpart. Clayton Yuetter, domestic policy adviser, still has his heart more in trade and agriculture. Robert Teeter, nominal co-chairman with Mr Skinner, is perhaps too easy with Bush.

It goes beyond mere personalities. The Quayle team of conservatives is never averse to leaking its disaffected thoughts to the media, while others in the Republican party are pursuing separate agendas, including their own re-elections. The calls this week for Mr Bush to ditch his economic policy team — Nicholas Brady, the treasury secretary, and Richard Darman, the budget director — came from one, or both, of these quarters.

Thus Mr Baker has to impose order where it is patently lacking. But mostly he has to make Mr Bush in hand and give shape and purpose to his re-election effort. The way things went this week, he will find the Middle East a cakewalk in comparison.

As those not old enough to

remember them. But finally, and potentially far exceeding any ephemeral qualities in the first two, Bush had a truly terrible week, unsure of himself and looking ratty and his age. The return of James Baker from the State Department to run the White House and the campaign next month was suddenly seen not merely as desirable but as the last, perhaps only, hope of salvaging re-election.

As the moving walkway transfers him from the car park to the station concourse, Greg recalls how, just 10 years ago, the station was a grim and unappealing place. A dreary pre-fab, it boasted nothing but a ticket office, a news stand, a men's and women's lavatory, and five doors on the platform marked "PRIVATE".

Rail privatisation changed all that. A few years ago a local property developer bought the station, built a concourse above track level and created something akin to a mini-airport terminal. These days, the station hums with activity. A 7-Eleven convenience store sells sandwiches to passengers on their way to work and ready-to-cook meals to those on their way home. People take their clothes to the dry cleaner, swap

films at the video library, leave their shoes repairs at the heel bar and pick up their holiday maps from the photo-processor.

The Brasserie de la Gare, meanwhile, has established itself as one of the better eateries in East Grinstead, and Greg has skipped breakfast at home in favour of coffee and croissants at a table on the air-conditioned concourse.

Three minutes before his train is due to leave, Greg settles his bill and walks past the ticket desks to the departure gates. One leads to the state-of-the-art Bluebell Railway, which two years earlier extended its tracks to East Grinstead and now runs diesel trains into West Sussex during peak hours. The other leads to the platform operated by SeaConRail, a subsidiary of Mr James Sherwood's Sea Containers shipping group, which holds the franchise for the main-line commuter services into central London.

Greg, a regular customer at East Grinstead, shows his season ticket to the smartly dressed attendant at SeaConRail's departure gate. "Everything running smoothly?" he asks as the train pulls through the validating machine. The platform door swishes open. "Have we ever

let you down, Mr Appleby?" she replies with a smile as he steps on to the waiting train.

The peak-hour service into London is heavily used, but not uncomfortably so. British Rail's decrepit alarm-door trains have been replaced with spacious SeaConRail double-deckers, guaranteeing everyone a comfortable seat. There are announcements about the journey's progress from the train captain, telephones and drinks vending machines at the end of each carriage, and complimentary copies of the Financial Times for all who want them.

On the other hand, fares are 60 per cent higher in real terms than they were under British Rail. But because the Treasury is no longer required to subsidise the service, it allows commuters to claim the cost of their season tickets against tax. And passenger numbers have soared as a result of the increased frequency, reliability and comfort

that privatisation has brought.

Change is most evident at the London end. Most of the London terminals are listed buildings and the private sector has been chary about the prospect of doing much with them. But one difference is that they now provide a choice of train operators. At King's Cross, two companies run to Edinburgh: Stagecoach, with its frequent, no-frills economy trains, and Virgin, which offers a less-frequent but more comfortable, airline-style service.

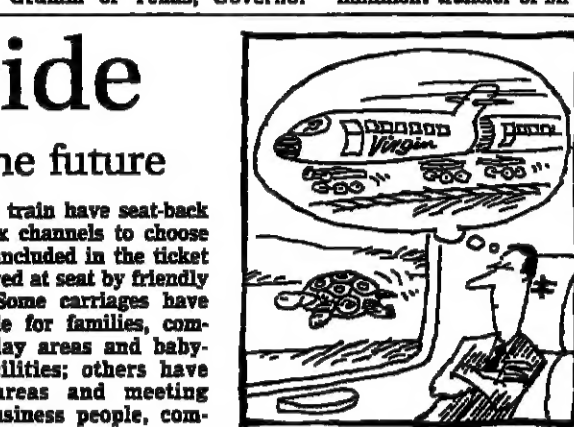
In fact Greg has made his choice already: he booked his seat on the Virgin Flyer by telephone from the SeaConRail train. He walks over to the Virgin check-in, picks up his ticket, and takes a complimentary coffee in the departure lounge while waiting for boarding to begin.

Once on the train, Greg remarks on the changes privatisation has wrought. Even economy-class seats

on the Virgin train have seat-back video with six channels to choose from. Meals, included in the ticket price, are served at seat by friendly cabin crew. Some carriages have been set aside for families, complete with play areas and baby-changing facilities; others have conference areas and meeting rooms for business people, complete with telephones, fax machines and computer terminals.

Greg watches a business programme on the video, then switches channels for the news. After a pleasant lunch served with a glass of red wine, he finds himself gazing out of the window at the passing countryside, and falls into a slumber.

Suddenly, he is awakened by a jolt. The train has come to an abrupt halt somewhere in northern England. The public address system is buzzing and crackling, but no meaningful sound is coming out of it. Greg is about to reach for the



hostess call button when he realises it has disappeared — along with the friendly cabin crew, the airline-style seat, the six-channel video, the remains of his lunch...

With a groan, he realises that it has all been a dream. Yes, it is 2002; yes, he is on his way to Edinburgh; but no, he is not on the Virgin Flyer. He is stuck, as always, in the old British Rail InterCity train in the wilds of Northumberland, there is no explanation for the breakdown, and the buffet car has just sold the last bacon and tomato roll.

Dream ticket to ride

Richard Tomkins on a train journey into the future

LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL

Fax 071 873 5938. Letters transmitted should be clearly typed and not hand written. Please set fax for finest resolution

Not a rod with which to beat BR, nor a recipe for results

From Mr Edward A Taylor.

Sir, In your article on the Citizens' Charter ("Mixed blessings for the three Ps", July 21) Mr John Belsham of the Consumers' Association criticises British Rail's passenger charter and says "vouchers and petty discounts... given grudgingly... go nowhere near far enough".

On a recent journey from Wales to Russia my train was 45 minutes late arriving at Reading, so I missed my coach connection and took a taxi to Heathrow airport. I wrote

immediately to InterCity and in reply received a charming letter enclosing a cheque for £38 to cover the taxi fare, a \$10 voucher and the information that my fishing rod, which I had left on the train, was awaiting collection at Paddington last property office.

I think that British Rail went as far as could be expected on this occasion and look forward to using my free voucher.

Edward A Taylor,
Lentinskii Prospekt 99/251,
Moscow 117481,
Russia

Getting our own back

From Mr Herbert Haberberg.

Sir, The building societies feel aggrieved and hold National Savings responsible for savers withdrawing funds from them. Strange that some societies seem to have ignored the fact that for some time

they have persuaded savers to deposit funds with them, initially at competitive rates, only for savers to find shortly after that interest rates have been unilaterally reduced without their being informed.

Could we be getting our own back?
Herbert Haberberg,
9 Deneoed,
New Barnet, Herts EN5 1LX

Failings, and their relevance to what we do

From Mr Paul Williams.

Sir, So the prime minister considers that a minister's keeping or breaking of marriage vows has "nothing to do" with his conduct of departmental duties ("PM backs Mellor's media review role", July 21), nor presumably with the likelihood of his breaking political and electoral promises.

Likewise, Joe Rogaly ("Fat

chance of privacy", July 21) agrees, and suggests that Mr Mellor made a mistake in issuing a statement. The experience of Governor Bill Clinton in the US would suggest, however, that public confession and restitution wins support from voters because of its honesty and stops sensationalist reporting in its tracks.

Contrary to Mr Rogaly, we

do not need a climate of opinion that "responds to news about (politicians') private lives with a definitive Gallic shrug", but one which recognises that while we all have failings, these are not always irrelevant to what we do.

Paul Williams,
Pieda,
78 Great Clarendon Street,
Jericho, Oxford OX2 6UA

UK/US prices comparison suggests poor competition and excessive profits

From Mr Ernest A Hilton.

Sir, I do not understand your defensive leader, "The price is wrong", when the answer, for consumers on both sides of the Atlantic, is such a clear-cut case. Instead of beating around the bush you should and could have pointed your finger at the astonishing lack of competition in the UK and probably elsewhere in the EC. Where your "soul searching" might pay off is to figure out why there is such a tremendous difference.

My hunch is that cartels function more efficiently in Europe than the competitive idea. What other possible reason can there be for the dramatic earnings differential between UK and US supermarkets? Another example: it is outrageous that the price of a ream of plain copier paper in the US is about one-third of that in London. Your proposal of a searching investigation will result, say in two years, in an overwhelming report with which nothing can be done to create a competitive environment. Unless you can come up with a better idea we shall continue to, as you say, "pay through the nose".

Ernest A Hilton,
237 Knightsbridge,
London SW7 1DJ

From Mr Hugh Saddington.

Sir, At long last somebody is writing about the excessive profits that companies somewhere in the value chain are making at the UK's consumers

expense ("The price is wrong", July 21). Having spent three weeks last Christmas in the US, I have been trying to understand what causes the difference and can only agree with your conclusions.

Goods sourced from the far east as well as traditional English manufactured products such as Churches Shoes are dollar for pound in the US. The issue becomes more insulting when one compares goods in global chains such as Toys R Us where the same dollar to pound parity exists irrespective of where the goods were sourced; in particular, I am thinking of Lego (Denmark), Fisher Price (components manufactured in Mexico — self assembly) and Little Tikes (US).

Product ranges that include baby equipment, clothes electronics, food, compact discs, jeans and Japanese cars all follow the dollar/pound parity. To me this suggests price fixing, as I can not believe that the structural characteristics of such diverse industries are identical. A good example that illustrates how companies push price parity is the Lands End direct mail operation that has recently opened up in the UK. Comparing its US catalogue prices with the equivalent catalogue UK prices, parity holds on most lines.

Hugh Saddington,
24 Carrick Road,
Curzon Park,
Chesham Bucks HP8 4AW

In spite of problems, partnerships can spearhead regeneration of the inner cities

From Mr David Tagg.

Sir, Your article "Decay eats away at inner cities" (July 14), which analysed the Policy Studies Institute report on urban trends, addresses some of the major issues facing inner cities today.

The letter from Peter Hughes (July 21), leader of the Tower Hamlets council, identifies that in spite of its problems Tower Hamlets still has enormous potential and is greatly improving.

As chairman of the East London Partnership covering the

three boroughs of Tower Hamlets, Newham and Hackney, I totally support Peter Hughes' comments.

The East London Partnership was set up two years ago, sponsored by the private sector, to develop a strong working partnership with the local community. We all had a common aim: to improve the quality of life in an inner city area by fostering economic regeneration.

Today that partnership incorporates large and small private sector organisations,

the local authorities, the voluntary sector and representatives from the local community. Progress hasn't been easy, but it has been constant. We have built a track record in helping to tackle issues affecting the long-term prospects for East London: issues such as transport, tourism, healthcare, training, employment, education and housing.

A major example of this partnership has been the achievement of all three boroughs in winning City Challenge bids — Tower Hamlets in 1991 and

now Hackney and Newham in 1992. The unique blend of private and public sector skills and expertise, local knowledge and the joint will to win made this happen.

Clearly government has recognised the problems of the East End and has responded by heavy investment in London Docklands over the past decade, but problems still do exist.

I am convinced that the mood is changing, even since the report was written. I believe a combination of pro-

ductive local partnerships together with government funding can continue to spearhead the regeneration of inner cities.

True partnership is not merely about working together on the ground but also about vision and the management of long-term strategic change.

David Tagg,
chairman,
East London Partnership,
Director,
Grand Metropolitan,
20 St James's Square,
London SW1Y 4RR

ADVERTISEMENTS

BUILDING SOCIETY INVESTMENT TERMS

Product	Comm. CAR	Hold. CAR	Interest rate	Minimum balance	Access and other details
Alliance and Laker					
Twenty Day	10.00	7.50	Yearly	£10,000	9.55% (0.05% 15/7/90)
Miles	9.30	6.98	Yearly	£10,000	8.80 (0.05% 15/7/90)
Instant Access	8.40	6.30	Yearly	£10,000	8.10 (0.05% 15/7/90)
Texas	10.25	N/A	Yearly	£10,000	28 days notice/withdrawal fee
Instant	10.25	7.49	Yearly	£30,000	90 days notice/withdrawal fee
Quantum Texas	10.40	N/A	Yearly	£25	30 days penalty
First Class Inst. II	10.75	8.06	Yearly	£100,000	Inst. access pen
Mastercard	7.25	5.44	Yearly	£1,000	Inst. (Banks for no withdrawal)
Mastercard Bonus	9.25	6.19	Yearly	£10,000	Inst. (Banks for no withdrawal)
Mastercard Option 6	9.80	7.35	Yearly	£2,500	6 months notice/15.40% gross entry and
Nat High Rtn Texas	10.00	N/A	Yearly	£7,000	Plus 1/4% p.a. bonus (11.00% on open fund)
Nat Award Account	10.15	7.51	Yearly	£10,000	12 mth not acc inst only inst 10.30% +
Nat Annual Account	10.90	8.18	Yearly	£30,000	+ 10.65%
Sevens	9.50	7.13	Yearly	£50,000	Inst. access, choice
Select	9.25	6.94	Yearly	£25,000	at cashpoint or passbook
Select	8.85	6.64	Yearly	£10,000	Chequebook & passbook
Select	8.25	6.19	Yearly	£2,000	card where inst £2000
Select	7.00	5.25	Yearly	£500	balance remains
High 30	1.50	1.13	Yearly	£1	
High 30	1.20	0.85	Yearly	£1	
Bond Interest Bond					
Bond 2	10.75	8.06	Yearly	£10,000	Inst. access, choice
Mastercard 2	10.35	7.76	Yearly	£30,000	Inst. access, choice
1992 Bond	10.75	8.06	Yearly	£1	Inst. access, choice
"K" Shares	10.50	7.87	Yearly	£1	Inst. access, choice
London City Share Ac	10.40	7.88	Yearly	£1,000	Inst. access, choice
Golden Term Shs	12.25	9.19	Yearly	£25,000	Inst. access, choice
MoneyMaker	7.00	5.25	Yearly	£10,000	Inst. access, choice
90 Day	10.25	7.61	Yearly	£10,000	Inst. access, choice
90 Day	10.10	7.57	Yearly	£25,000	Inst. access, choice
90 Day	9.49	7.20	Yearly	£1,000	Inst. access, choice
Instant Option	10.30	7.72	Yearly	£40,000	Inst. access, choice
Instant Option	9.75	7.31	Yearly	£25,000	Inst. access, choice
Instant Option	9.25	6.93	Yearly	£10,000	Inst. access, choice
Instant	8.50	6.37	Yearly	£5,000	Inst. access, choice
Texas	10.75	N/A	Yearly	£1	Inst. access, choice
90-Day Texas	8.15	6.25	Yearly	£500	Inst. access, choice
90-Day Texas	9.05	6.75	Yearly	£10,000	Inst. access, choice
90-Day Texas	9.44	7.06	Yearly	£25,000	Inst. access, choice
90-Day Texas	10.15	7.57	Yearly	£50,000	Inst. access, choice
Texas	10.45	N/A	Yearly	£50	Inst. access, choice
Mastercard	9.70	7.38	Yearly	£25,000	Inst. access, choice
30 Day Notice Acc	10.70	8.03	Yearly	£30,000	Inst. access, choice
Gold Acc	9.50	7.13	Yearly	£50,000	Inst. access, choice
Capital Bond	10.55	7.91	30 April	£100,000	Inst. access, choice
Texas	11.00	N/A	31 Dec	£1	Inst. access, choice
Solid Gold	10.25	7.69	Yearly	£30,000	Inst. access, choice
Liquid Gold	9.80	7.68	Yearly	£25,000	Inst. access, choice
Rainbow 60	10.90	7.88	Yearly	£10,000	Inst. access, choice
Private Reserve	11.00	N/A	Yearly	£20	Inst. access, choice
Annual Interest	8.15	6.11	Yearly	£25,000	Inst. access, choice
Optive	8.35	6.26	Yearly	£5,000	Inst. access, choice
Private Reserve	9.15	6.86	Yearly	£10,000	Inst. access, choice
Key 50 Plan	9.45	7.23	Yearly	£25,000	Inst. access, choice
Key 10 Plan	10.25	7.68	Yearly	£50,000	Inst. access, choice
Key 20 Plan	10.50	7.87	Yearly	£100,000	Inst. access, choice
Key 30 Plan	10.50	7.88	Yearly	£200,000	Inst. access, choice
Key 40 Plan	10.50	7.88	Yearly	£300,000	Inst. access, choice
Key 50 Plan	10.50	7.88	Yearly	£400,000	Inst. access, choice
Key 60 Plan	10.50	7.88	Yearly	£500,000	Inst. access, choice
Key 70 Plan	10.50	7.88	Yearly	£600,000	Inst. access, choice
Key 80 Plan	10.50	7.88	Yearly	£700,000	Inst. access, choice
Key 90 Plan	10.50	7.88	Yearly	£800,000	Inst. access, choice
Key 100 Plan	10.50	7.88	Yearly	£900,000	Inst. access, choice
Key 110 Plan	10.50	7.88	Yearly	£1,000,000	Inst. access, choice
Key 120 Plan	10.50	7.88	Yearly	£1,100,000	Inst. access, choice
Key 130 Plan	10.50	7.88	Yearly	£1,200,000	Inst. access, choice
Key 140 Plan	10.50	7.88	Yearly	£1,300,000	Inst. access, choice
Key 150 Plan	10.50	7.88	Yearly	£1,400,000	Inst. access, choice
Key 160 Plan	10.50	7.88	Yearly	£1,500,000	Inst. access, choice
Key 170 Plan	10.50	7.88	Yearly	£1,600,000	Inst. access, choice
Key 180 Plan	10.50	7.88	Yearly	£1,700,000	Inst. access, choice
Key 190 Plan	10.50	7.88	Yearly	£1,800,000	Inst. access, choice
Key 200 Plan	10.50	7.88	Yearly	£1,900,000	Inst. access, choice
Key 210 Plan	10.50	7.88	Yearly	£2,000,000	Inst. access, choice
Key 220 Plan	10.50	7.88	Yearly	£2,100,000	Inst. access, choice
Key 230 Plan	10.50	7.88	Yearly	£2,200,000	Inst. access, choice
Key 240 Plan	10.50	7.88	Yearly	£2,300,000	Inst. access, choice
Key 250 Plan	10.50	7.88	Yearly	£2,400,000	Inst. access, choice
Key 260 Plan	10.50	7.88	Yearly	£2,500,000	Inst. access, choice
Key 270 Plan	10.50	7.88	Yearly	£2,600,000	Inst. access, choice
Key 280 Plan	10.50	7.88	Yearly	£2,700,000	Inst. access, choice
Key 290 Plan	10.50	7.88	Yearly	£2,800,000	Inst. access, choice
Key 300 Plan	10.50	7.88	Yearly	£2,900,000	Inst. access, choice
Key 310 Plan	10.50	7.88	Yearly	£3,000,000	Inst. access, choice
Key 320 Plan	10.50	7.88	Yearly	£3,100,000	Inst. access, choice
Key 330 Plan	10.50	7.88	Yearly	£3,200,000	Inst. access, choice
Key 340 Plan	10.50	7.88	Yearly	£3,300,000	Inst. access, choice
Key 350 Plan	10.50	7.88	Yearly	£3,400,000	Inst. access, choice
Key 360 Plan	10.50	7.88	Yearly	£3,500,000	Inst. access, choice
Key 370 Plan	10.50	7.88	Yearly	£3,600,000	Inst. access, choice
Key 380 Plan	10.50	7.88	Yearly	£3,700,000	Inst. access, choice
Key 390 Plan	10.50	7.88	Yearly	£3,800,000	Inst. access, choice
Key 400 Plan	10.50	7.88	Yearly	£3,900,000	Inst. access, choice
Key 410 Plan	10.50	7.88	Yearly	£4,000,000	Inst. access, choice
Key 420 Plan	10.50	7.88	Yearly	£4,100,000	Inst. access, choice
Key 430 Plan	10.50	7.88	Yearly	£4,200,000	Inst. access, choice
Key 440 Plan	10.50	7.88	Yearly	£4,300,000	Inst. access, choice
Key 450 Plan	10.50	7.88	Yearly	£4,400,000	Inst. access, choice
Key 460 Plan	10.50	7.88	Yearly	£4,500,000	Inst. access, choice
Key 470 Plan	10.50	7.88	Yearly	£4,600,000	Inst. access, choice
Key 480 Plan	10.50	7.88	Yearly	£4,700,000	Inst. access, choice
Key 490 Plan	10.50	7.88	Yearly	£4,800,000	Inst. access, choice
Key 500 Plan	10.50	7.88	Yearly	£4,900,000	Inst. access, choice
Key 510 Plan	10.50	7.88	Yearly	£5,000,000	Inst. access, choice
Key 520 Plan	10.50	7.88	Yearly	£5,100,000	Inst. access, choice
Key 530 Plan	10.50	7.88	Yearly	£5,200,000	Inst. access, choice
Key 540 Plan	10.50	7.88	Yearly	£5,300,000	Inst. access, choice
Key 550 Plan	10.50	7.88	Yearly	£5,400,000	Inst. access, choice
Key 560 Plan	10.50	7.88	Yearly	£5,500,000	Inst. access, choice
Key 570 Plan	10.50	7.88	Yearly	£5,600,000	Inst. access, choice
Key 580 Plan	10.50	7.88	Yearly	£5,700,000	Inst. access, choice
Key 590 Plan	10.50	7.88	Yearly	£5,800,000	Inst. access, choice
Key 600 Plan	10.50	7.88	Yearly	£5,900,000	Inst. access, choice
Key 610 Plan	10.50	7.88	Yearly	£6,000,000	Inst. access, choice
Key 620 Plan	10.50	7.88	Yearly	£6,100,000	Inst. access, choice
Key 630 Plan	10.50	7.88	Yearly	£6,200,000	Inst. access, choice
Key 640 Plan	10.50	7.88	Yearly	£6,300,000	Inst. access, choice
Key 650 Plan	10.50	7.88	Yearly	£6,400,000	Inst. access, choice
Key 660 Plan	10.50	7.88	Yearly	£6,500,000	Inst. access, choice
Key 670 Plan	10.50	7.88	Yearly	£6,600,000	Inst. access, choice
Key 680 Plan	10.50	7.88	Yearly	£6,700,000	Inst. access, choice
Key 690 Plan	10.50	7.88	Yearly	£6,800,000	Inst. access, choice
Key 700 Plan	10.50	7.88	Yearly	£6,900,000	Inst. access, choice
Key 710 Plan	10.50	7.88	Yearly	£7,000,000	Inst. access, choice
Key 720 Plan	10.50	7.88	Yearly	£7,100,000	Inst. access, choice
Key 730 Plan	10.50	7.88	Yearly	£7,200,000	Inst. access, choice
Key 740 Plan	10.50	7.88	Yearly	£7,300,000	Inst. access, choice
Key 750 Plan	10.50	7.88	Yearly	£7,400,000	Inst. access, choice
Key 760 Plan	10.50	7.88	Yearly	£7,500,000	Inst. access, choice
Key 770 Plan	10.50	7.88	Yearly	£7,600,000	Inst. access, choice
Key 780 Plan	10.50	7.88	Yearly	£7,700,000	Inst. access, choice
Key 790 Plan	10.50	7.88	Yearly	£7,800,000	Inst. access, choice
Key 800 Plan	10.50	7.88	Yearly	£7,900,000	Inst. access, choice
Key 810 Plan	10.50	7.88	Yearly	£8,000,000	Inst. access, choice
Key 820 Plan	10.50	7.88	Yearly	£8,100,000	Inst. access, choice
Key 830 Plan	10.50	7.88	Yearly	£8,200,000	Inst. access, choice
Key 840 Plan	10.50	7.88	Yearly	£8,300,000	Inst. access, choice
Key 850 Plan	10.50	7.88	Yearly	£8,400,000	Inst. access, choice
Key 860 Plan	10.50	7.88	Yearly	£8,500,000	Inst. access, choice
Key 870 Plan	10.50	7.88	Yearly	£8,600,000	Inst. access, choice
Key 880 Plan	10.50	7.88	Yearly	£8,700,000	Inst. access, choice
Key 890 Plan	10.50	7.88	Yearly	£8,800,000	Inst. access, choice
Key 900 Plan	10.50	7.88	Yearly	£8,900,000	Inst. access, choice
Key 910 Plan	10.50	7.88	Yearly	£9,000,000	Inst. access, choice
Key 920 Plan	10.50	7.88	Yearly	£9,100,000	Inst. access, choice
Key 930 Plan	10.50	7.88	Yearly	£9,200,000	Inst. access, choice
Key 940 Plan	10.50	7.88	Yearly	£9,300,000	Inst. access, choice
Key 950 Plan	10.50	7.88	Yearly	£9,400,000	Inst. access, choice
Key 960 Plan	10.50	7.88	Yearly	£9,500,000	Inst. access, choice
Key 970 Plan	10.50	7.88	Yearly	£9,600,000	Inst. access, choice
Key 980 Plan	10.50	7.88	Yearly	£9,700,000	Inst. access, choice
Key 990 Plan	10.50	7.88	Yearly	£9,800,000	Inst. access, choice
Key 1000 Plan	10.50	7.88	Yearly	£9,900,000	Inst. access, choice
Key 1010 Plan	10.50	7.88	Yearly	£10,000,000	Inst. access, choice
Key 1020 Plan	10.50	7.88	Yearly	£10,100,000	Inst. access, choice
Key 1030 Plan	10.50	7.88	Yearly	£10,200,000	Inst. access, choice
Key 1040 Plan	10.50	7.88	Yearly	£10,300,000	Inst. access, choice
Key 1050 Plan	10.50	7.88	Yearly	£10,400,000	Inst. access, choice
Key 1060 Plan	10.50	7.88	Yearly	£10,500,000	Inst. access, choice
Key 1070 Plan	10.50	7.88	Yearly	£10,600,000	Inst. access, choice
Key 1080 Plan	10.50	7.88	Yearly	£10,700,000	Inst. access, choice
Key 1090 Plan	10.50	7.88	Yearly	£10,800,000	Inst. access, choice
Key 1100 Plan	10.50	7.88	Yearly	£10,900,000	Inst. access, choice
Key 1110 Plan	10.50	7.88	Yearly	£11,000,000	Inst. access, choice
Key 1120 Plan	10.50	7.88	Yearly	£11,100,000	Inst. access, choice
Key 1130 Plan	10.50	7.88	Yearly	£11,200,000	Inst. access, choice
Key 1140 Plan	10.50	7.88	Yearly	£11,300,000	Inst. access, choice
Key 1150 Plan	10.50	7.88	Yearly	£11,400,000	Inst. access, choice
Key 1160 Plan	10.50	7.88	Yearly	£11,500,000	Inst. access, choice
Key 1170 Plan	10.50	7.88	Yearly	£11,600,000	Inst. access, choice
Key 1180 Plan	10.50	7.88	Yearly	£11,700,000	Inst. access, choice
Key 1190 Plan	10.50	7.88	Yearly	£11,800,000	Inst. access, choice
Key 1200 Plan	10.50	7.88	Yearly	£11,900,000	Inst. access, choice
Key 1210 Plan	10.50	7.88	Yearly	£12,000,000	Inst. access, choice
Key 1220 Plan	10.50	7.88	Yearly	£12,100,000	Inst. access, choice
Key 1230 Plan	10.50	7.88	Yearly	£12,200,000	Inst. access, choice
Key 1240 Plan	10.50	7.88	Yearly	£12,300,000	Inst. access, choice
Key 1250 Plan	10.50	7.88	Yearly	£12,400,000	Inst. access, choice
Key 1260 Plan	10.50	7.88	Yearly	£12,500,000	Inst. access, choice
Key 1270 Plan	10.50	7.88	Yearly	£12,600,000	Inst. access, choice
Key 1280 Plan	10.50	7.88	Yearly	£12,700,000	Inst. access, choice
Key 1290 Plan	10.50	7.88	Yearly	£12,800,000	Inst. access, choice
Key 1300 Plan	10.50	7.88	Yearly	£12,900,000	Inst. access, choice
Key 1310 Plan	10.50	7.88	Yearly	£13,000,000	Inst. access, choice
Key 1320 Plan	10.50	7.88	Yearly	£13,100,000	Inst. access, choice
Key 1330 Plan	10.50	7.88	Yearly	£13,200,000	Inst. access, choice
Key 1340 Plan	10.50	7.88	Yearly	£13,300,000	Inst. access, choice
Key 1350 Plan	10.50	7.88	Yearly	£13,400,000	Inst. access, choice
Key 1360 Plan	10.50	7.88	Yearly	£13,500,000	Inst. access, choice
Key 1370 Plan	10.50	7.88	Yearly	£13,600,000	Inst. access, choice
Key 1380 Plan	10.50	7.88	Yearly	£	

ECONOMIC DIARY

TODAY: Opening of the Olympic Games in Barcelona (until August 9).

TOMORROW: Mr Douglas Hurd, foreign secretary, visits Hong Kong. Autumn-Winter fashion shows in Paris (until July 30).

MONDAY: Engineering sales and orders at current and constant prices (May). Quarterly house purchase finance statistics (second quarter). Lloyd's of London extraordinary general meeting. European Community sponsored talks in London on the future of Bosnia due to resume amongst the three warring factions. Professional Association of Teachers Conference in Loughborough (until July 29).

TUESDAY: CBI industrial trends survey (July).

WEDNESDAY: Bricks and cement production and deliveries (second quarter-provisional). London sterling certificate of deposit (June). Monetary statistics (including bank and building society balance sheets) (June). Bill turnover statistics (June). Sterling commercial paper statistics (June). Money market statistics (June). Provisional analysis of bank lending for house purchase (second quarter). United Nations conference in Geneva on refugees in Yugoslav crisis opens. US Senate finance committee holds second of a series of three hearings on the state of US trade policy and the merits of pending trade legislation. English Tourist Board annual report. Interim results from BAT Industries and The Telegraph.

THURSDAY: Energy trends (June). New vehicle registrations (June). Digest of United Kingdom energy statistics (1992). US jobless claims: real gross domestic product (second quarter advance); new home sales (June) and import/export price indexes (June). British Telecom annual meeting. Interim results from ICI.

FRIDAY: US personal income (June) and factory orders (June). British pharmaceutical industry publishes annual review.

FT-ACTUARIES SHARE INDICES

The Financial Times Ltd 1992. Compiled by the Financial Times Ltd in conjunction with the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS Friday July 24 1992. **Highs and Lows Index**

Figures in parentheses show number of stocks per sector

Index No.	Day's Change %	Est. Earnings P/E Ratio (25%)	Index No.	Day's Change %	Est. Earnings P/E Ratio (25%)
1 CAPITAL GOODS (176)	737.80	-0.5	8.00	6.09	15.97
2 Building Materials (22)	783.22	-0.3	8.00	7.16	19.61
3 Contracting, Construction (28)	857.44	-0.3	8.00	7.16	19.61
4 Electricals (19)	2257.90	-0.3	7.64	6.70	16.91
5 Electronics (128)	1907.18	-0.2	8.46	5.77	14.73
6 Engineering-Aerospace (6)	301.86	-0.7	12.07	8.63	10.49
7 Engineering-General (43)	458.23	-0.7	8.99	5.26	13.78
8 Health and Medical Products (7)	280.74	-0.4	5.96	7.25	15.43
9 Motors (14)	311.37	-0.6	8.53	7.55	15.43
10 Other Industrial Materials (19)	1580.38	-0.4	7.84	5.25	15.36
11 Consumer Goods (109)	1524.72	-0.9	8.02	3.77	15.29
12 Breweries and Distillers (24)	1945.12	-0.6	9.17	3.76	14.18
13 Food Manufacturing (19)	1176.32	-0.6	9.17	3.76	14.18
14 Food Retailing (18)	2720.59	-0.5	8.97	3.45	14.54
15 Health and Household (24)	3753.10	-0.3	7.39	2.85	15.41
16 Retail and Leisure (18)	1092.46	-0.8	7.35	6.26	17.68
17 Media (27)	1438.61	-1.7	7.18	5.70	17.28
18 Publishing, Paper & Printing (12)	723.30	-0.7	7.12	4.57	17.02
19 Stores (33)	966.53	-0.9	7.80	3.86	16.94
20 Textiles (9)	612.51	-0.5	7.97	3.86	16.94
21 FARMACIA GROUP (18)	1135.39	-0.8	10.46	5.52	11.96
22 Business Services (17)	1220.10	-1.6	6.89	5.12	12.72
23 Chemicals (22)	1322.11	-1.4	7.97	5.52	11.96
24 Conglomerates (12)	1174.70	-0.6	10.60	8.02	11.83
25 Transport (14)	2197.41	-1.2	8.98	5.37	13.74
26 Telecommunications (16)	1312.12	-1.2	15.11	8.39	12.12
27 Telephone Networks (4)	1373.76	-0.6	11.33	4.81	11.51
28 Water (11)	2743.42	-1.2	16.33	6.31	6.78
29 Miscellaneous (23)	1939.10	-0.8	8.80	5.08	22.48
30 INDUSTRIAL GROUP (483)	1222.30	-0.8	8.80	5.08	22.48
31 Oil & Gas (10)	1836.17	-0.9	7.75	5.94	14.29
32 Shipbuilding (20)	1282.04	-0.8	8.74	5.94	14.29
33 Shipbuilding (20)	1282.04	-0.8	8.74	5.94	14.29
34 Banks (9)	1401.13	-1.2	7.22	6.52	20.06
35 Insurance (Life) (6)	1401.13	-1.2	7.22	6.52	20.06
36 Insurance (General) (7)	424.37	-1.7	8.20	13.46	43.91
37 Insurance (Bridges) (10)	746.43	-1.0	10.36	8.68	12.70
38 Merchant Banks (7)	433.57	-0.7	10.36	8.68	12.70
39 Property (31)	568.71	-0.8	10.24	8.06	13.22
40 Other Financial (15)	232.70	-0.5	7.80	6.63	23.76
41 Investment Funds (70)	1082.61	-1.0	4.14	16.29	109.73
42 ALL-SHARE INDEX (655)	1138.01	-0.9	5.22	25.23	114.78
FT-SE 100 SHARE INDEX	2377.2	-22.3	2299.0	2361.7	2399.5

FIXED INTEREST

PRICE INDEXES	Fri Jul 24	Day's change %	Time Jul 23	Accrued Interest	Yield to Maturity
1. British Government	121.44	+0.10	123.32	1.44	7.77
2. 5-15 years (24)	138.88	+0.09	138.75	2.33	7.72
3. Over 15 years (13)	150.70	+0.17	150.43	1.65	7.34
4. Inconvertibles (4)	149.19	+0.07	149.07	2.25	7.34
5. All stocks (65)	135.97	+0.10	135.83	1.96	7.85
6. Index-Linked	173.05	+0.06	172.96	1.21	8.83
7. Up to 5 years (2)	149.98	+0.19	149.70	4.35	3.09
8. All stocks (12)	151.97	+0.17	151.71	0.35	2.20
9. Index & Lease (12)	121.73	+0.06	121.65	2.82	6.21

Opening index: 2398.8; 9 am 2390.3; 10 am 2383.8; 11 am 2390.3; Noon 2381.5; 1 pm 2361.8; 2 pm 2368.9; 3 pm 2367.2; 4 pm 2376.1; (a) 8.35 am

Equity section or group	Index No.	Day's change %	Time Jul 23	Accrued Interest	Yield to Maturity
Business Services	31/12/90	499.65	30/12/90	517.92	317.92
Electronics	31/12/90	1228.68	30/12/90	1264.65	1264.65
Media	31/12/90	1228.68	30/12/90	1264.65	1264.65
Engineering - Aerospace	31/12/90	386.00	30/12/90	386.00	386.00
Engineering - General	31/12/90	486.00	30/12/90	486.00	486.00
Other Groups	31/12/90	1968.45	30/12/90	1968.45	1968.45
Commodities	31/12/90	114.07	30/12/90	114.07	114.07

FT-SE 100 SHARE INDEX: 2377.2; 9 am 2390.3; 10 am 2383.8; 11 am 2390.3; Noon 2381.5; 1 pm 2361.8; 2 pm 2368.9; 3 pm 2367.2; 4 pm 2376.1; (a) 8.35 am

FT FINANCIAL TIMES CONFERENCES

RETAILING IN THE 1990s

Responding to the Challenge of Change

London, 28 & 29 September 1992

This topical conference will review the new challenges and opportunities facing retailers in a changing environment and debate strategies for future growth. Subjects to be addressed:

- * Managing international expansion
- * Opportunities for retailers in Eastern Europe
- * The importance of adding value
- * New distribution possibilities
- * Meeting European consumer expectations

Speakers include:

Mr Geoffrey J Mulcahy
Chairman and Chief Executive
Kingfisher plc

Mr Michel Bon
Président Directeur Général
Carrefour

Mr Neil Kennedy
Executive Vice President
BSB Europe

Mr Richard C Anderson
Chief Executive Officer & Vice Chairman
Lands' End Inc

Mr Liam Strong
Chief Executive
Sears plc

Mr Stephen G Russell
Managing Director
Do It All Limited

Mr John Evershed
Deputy Head of Distributive Trades Unit, DG XXIII
Commission of the European Communities

Mr Bernhard A Schmidt
Chief Executive Officer
Spar AG

A FINANCIAL TIMES CONFERENCE in association with **Coopers & Lybrand**

Financial Times Conference Organisation
126 Jermyn Street, London SW1Y 4UJ, UK
Tel: 071-925 2323. Tlx: 273-47 FTCONF G. Fax: 071-925 2125

Name _____
Position _____ Dept _____
Company/Organisation _____
Address _____
City _____
Post Code _____ Country _____
Tel _____ Fax _____
Type of Business _____

☐ Please send me conference details
☐ Please send me details about exhibiting at the conference

FT FINANCIAL TIMES CONFERENCES

PENSIONS MANAGEMENT

For a clearer view

Maintaining a clear view of the ever changing pensions industry is more important than ever. More and more discerning pensions advisers, intermediaries, trustees and fund managers are subscribing to Pensions Management. Published by The Financial Times, Pensions Management keeps them in the picture. Perhaps that's why Pensions Management is recognised as the best selling pensions magazine.

Every month Pensions Management has an in-depth key survey of a particularly topical area of the industry plus the most comprehensive pensions statistics available. Also feature articles, new products and pensions plus - the latest news and views.

All this presented in a visually appealing way and, with the guaranteed impartiality of a Financial Times magazine, you know it's information you can rely on.

But why not see for yourself? Receive two issues with our compliments, quite without obligation. Just fill in the coupon below and we will send you, absolutely free, the next two issues of Pensions Management so you can examine the magazine for yourself.

If you decide to write and cancel after the second issue, your subscription will be refunded in full for any unmailed issues.

So for a clearer insight into the pensions business fill in the coupon now.

Pensions Management

Please return to: Subscriptions Dept., Financial Times Magazines, 1st Floor, Central House, 27 Park Street, FREEPOST, Croydon CR9 9ER

☐ YES please send me a new subscription to the next two issues of Pensions Management free.

I understand I can write and cancel after the second issue and have nothing. Any payment I have made will be refunded in full. I can go on receiving Pensions Management for 12 months of the rate shown below. In either case, the first two issues will always be FREE.

PLEASE TICK THE APPROPRIATE BOX

☐ UK £40.00 ☐ Overseas \$60.00

My PAM Subst No. is _____

I enclose my cheque payable to FT Business Enterprises Ltd. ☐ I pay only £20 per annum

Please invoice me/any company

Please change my Credit Card account

☐ Name ☐ Title ☐ Address ☐ City ☐ Country ☐ Post Code

Card Number _____

Expiry Date _____

BLOCK CAPITALS PLEASE

Mr/Ms/Ms _____

Position _____

Company/Private Address _____

Postcode _____ Date _____

Nature of Business _____

Signature _____ 663035

F.T. Business Enterprises Limited, Registered Office: Bankers House, 27 Park Street, Croydon CR9 9ER. Registered in England No. 1049894.

This information you provide may be used to keep you informed of other F.T. products and may be used by third parties (Data Protection Act - Reg No. 6, 1982). If you prefer not to receive such offers please write to the Subscriptions Dept.

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar again testing DM1.50

THE DOLLAR rose over a penny against the D-Mark yesterday, buoyed by stronger than expected US durable goods figures and signs that German inflation is falling, writes James Bly.

The US currency was boosted by data showing that new durable goods orders had risen 2.3 per cent in June after a revised fall of 2.3 per cent in May. Some analysts said that this underscored suggestions that the economy was no longer in danger of a double dip recession, while others remain sceptical about whether this alters the depressing outlook for the US economy at all. However, the bulls clearly had the better of the argument yesterday as the dollar closed over 1½ pennings higher at DM1.4955.

The dollar is looking much more comfortable this weekend than it was five days ago. Monday's central bank intervention was highly successful, turning the market around at a

moment when many dealers were short of the US currency. There are also signs that German inflation data for July, due out next week, will be lower than expected. Several German states reported low inflation figures yesterday and the market believes that the July number will be down 1 per cent to an annualised rate of 3.3 per cent.

Nobody is too hopeful that these factors will scotch another Lombard rate rise. Mr Theo Waigel, the German finance minister, said yesterday that there was a possibility that the Bundesbank would "re-examine" its monetary policy in the foreseeable future, but the remark was later withdrawn by German Finance Ministry officials who doubtless found it a little exuberant. However, Mr Paul Cherkow, head of global currency research at UBS Phillips and Drew, was reasonably optimistic about the upside for the dollar/D-Mark. He said that while the US currency may dip in the

immediate short term, it could soon test DM1.50 on the upside. That will also alleviate tensions in the European Monetary system. Yesterday's dollar rise weakened the D-Mark on the crosses, and sterling had its strongest day of the week, closing up 1½ pennings at £95.00. But dealers say that the pound is still intrinsically weak and very much at the mercy of dollar trading. If the US currency falls back to DM1.47 or DM1.46 in the short term, this will put pressure on sterling. The Italian lira would also suffer. Like sterling, it closed stronger against the D-Mark yesterday at 1,757.70 compared to a previous close of 1,725.60.

The dollar defied apparent intervention from the Bank of Japan to move higher against the yen after another sharp drop on the Nikkei stock market and more talk of a Japanese interest rate cut. The dollar rose to ¥127.65 from a previous close of ¥126.60.

FINANCIAL FUTURES AND OPTIONS

Symbol	Settlement	Open	High	Low	Close
100	100.00	100.00	100.00	100.00	100.00
101	101.00	101.00	101.00	101.00	101.00
102	102.00	102.00	102.00	102.00	102.00
103	103.00	103.00	103.00	103.00	103.00
104	104.00	104.00	104.00	104.00	104.00
105	105.00	105.00	105.00	105.00	105.00
106	106.00	106.00	106.00	106.00	106.00
107	107.00	107.00	107.00	107.00	107.00
108	108.00	108.00	108.00	108.00	108.00
109	109.00	109.00	109.00	109.00	109.00
110	110.00	110.00	110.00	110.00	110.00
111	111.00	111.00	111.00	111.00	111.00
112	112.00	112.00	112.00	112.00	112.00
113	113.00	113.00	113.00	113.00	113.00
114	114.00	114.00	114.00	114.00	114.00
115	115.00	115.00	115.00	115.00	115.00
116	116.00	116.00	116.00	116.00	116.00
117	117.00	117.00	117.00	117.00	117.00
118	118.00	118.00	118.00	118.00	118.00
119	119.00	119.00	119.00	119.00	119.00
120	120.00	120.00	120.00	120.00	120.00

Symbol	Settlement	Open	High	Low	Close
100	100.00	100.00	100.00	100.00	100.00
101	101.00	101.00	101.00	101.00	101.00
102	102.00	102.00	102.00	102.00	102.00
103	103.00	103.00	103.00	103.00	103.00
104	104.00	104.00	104.00	104.00	104.00
105	105.00	105.00	105.00	105.00	105.00
106	106.00	106.00	106.00	106.00	106.00
107	107.00	107.00	107.00	107.00	107.00
108	108.00	108.00	108.00	108.00	108.00
109	109.00	109.00	109.00	109.00	109.00
110	110.00	110.00	110.00	110.00	110.00
111	111.00	111.00	111.00	111.00	111.00
112	112.00	112.00	112.00	112.00	112.00
113	113.00	113.00	113.00	113.00	113.00
114	114.00	114.00	114.00	114.00	114.00
115	115.00	115.00	115.00	115.00	115.00
116	116.00	116.00	116.00	116.00	116.00
117	117.00	117.00	117.00	117.00	117.00
118	118.00	118.00	118.00	118.00	118.00
119	119.00	119.00	119.00	119.00	119.00
120	120.00	120.00	120.00	120.00	120.00

Symbol	Settlement	Open	High	Low	Close
100	100.00	100.00	100.00	100.00	100.00
101	101.00	101.00	101.00	101.00	101.00
102	102.00	102.00	102.00	102.00	102.00
103	103.00	103.00	103.00	103.00	103.00
104	104.00	104.00	104.00	104.00	104.00
105	105.00	105.00	105.00	105.00	105.00
106	106.00	106.00	106.00	106.00	106.00
107	107.00	107.00	107.00	107.00	107.00
108	108.00	108.00	108.00	108.00	108.00
109	109.00	109.00	109.00	109.00	109.00
110	110.00	110.00	110.00	110.00	110.00
111	111.00	111.00	111.00	111.00	111.00
112	112.00	112.00	112.00	112.00	112.00
113	113.00	113.00	113.00	113.00	113.00
114	114.00	114.00	114.00	114.00	114.00
115	115.00	115.00	115.00	115.00	115.00
116	116.00	116.00	116.00	116.00	116.00
117	117.00	117.00	117.00	117.00	117.00
118	118.00	118.00	118.00	118.00	118.00
119	119.00	119.00	119.00	119.00	119.00
120	120.00	120.00	120.00	120.00	120.00

Symbol	Settlement	Open	High	Low	Close
100	100.00	100.00	100.00	100.00	100.00
101	101.00	101.00	101.00	101.00	101.00
102	102.00	102.00	102.00	102.00	102.00
103	103.00	103.00	103.00	103.00	103.00
104	104.00	104.00	104.00	104.00	104.00
105	105.00	105.00	105.00	105.00	105.00
106	106.00	106.00	106.00	106.00	106.00
107	107.00	107.00	107.00	107.00	107.00
108	108.00	108.00	108.00	108.00	108.00
109	109.00	109.00	109.00	109.00	109.00
110	110.00	110.00	110.00	110.00	110.00
111	111.00	111.00	111.00	111.00	111.00
112	112.00	112.00	112.00	112.00	112.00
113	113.00	113.00	113.00	113.00	113.00
114	114.00	114.00	114.00	114.00	114.00
115	115.00	115.00	115.00	115.00	115.00
116	116.00	116.00	116.00	116.00	116.00
117	117.00	117.00	117.00	117.00	117.00
118	118.00	118.00	118.00	118.00	118.00
119	119.00	119.00	119.00	119.00	119.00
120	120.00	120.00	120.00	120.00	120.00

Symbol	Settlement	Open	High	Low	Close
100	100.00	100.00	100.00	100.00	100.00
101	101.00	101.00	101.00	101.00	101.00
102	102.00	102.00	102.00	102.00	102.00
103	103.00	103.00	103.00	103.00	103.00
104	104.00	104.00	104.00	104.00	104.00
105	105.00	105.00	105.00	105.00	105.00
106	106.00	106.00	106.00	106.00	106.00
107	107.00	107.00	107.00	107.00	107.00
108	108.00	108.00	108.00	108.00	108.00
109	109.00	109.00	109.00	109.00	109.00
110	110.00	110.00	110.00	110.00	110.00
111	111.00	111.00	111.00	111.00	111.00
112	112.00	112.00	112.00	112.00	112.00
113	113.00	113.00	113.00	113.00	113.00
114	114.00	114.00	114.00	114.00	114.00
115	115.00	115.00	115.00	115.00	115.00
116	116.00	116.00	116.00	116.00	116.00
117	117.00	117.00	117.00	117.00	117.00
118	118.00	118.00	118.00	118.00	118.00
119	119.00	119.00	119.00	119.00	119.00
120	120.00	120.00	120.00	120.00	120.00

Symbol	Settlement	Open	High	Low	Close
100	100.00	100.00	100.00	100.00	100.00
101	101.00	101.00	101.00	101.00	101.00
102	102.00	102.00	102.00	102.00	102.00
103	103.00	103.00	103.00	103.00	103.00
104	104.00	104.00	104.00	104.00	104.00
105	105.00	105.00	105.00	105.00	105.00
106	106.00	106.00	106.00	106.00	106.00
107	107.00	107.00	107.00	107.00	107.00
108	108.00	108.00	108.00	108.00	108.00
109	109.00	109.00	109.00	109.00	109.00
110	110.00	110.00	110.00	110.00	110.00
111	111.00	111.00	111.00	111.00	111.00
112	112.00	112.00	112.00	112.00	112.00
113	113.00	113.00	113.00	113.00	113.00
114	114.00	114.00	114.00	114.00	114.00
115	115.00	115.00	115.00	115.00	115.00
116	116.00	116.00	116.00	116.00	116.00
117	117.00	117.00	117.00	117.00	117.00
118	118.00	118.00	118.00	118.00	118.00
119	119.00	119.00	119.00	119.00	119.00
120	120.00	120.00	120.00	120.00	120.00

	Close	High	Low	Prev.
100	99.75	99.79	99.71	99.72
101	99.96	100.03	99.96	99.96
102	100.32	100.36	100.29	100.30
103	100.63	100.66	100.60	100.61
104	100.88	100.91	100.85	100.86
105	101.06	101.09	101.03	101.03

L. Vol. Dec. 89s not shown 30788 (43077)
Options exp's open int. 224911 (225001)

ONE MONTH EURODOLLAR *
in units of 100%

	Close	High	Low	Prev.
100	96.51	96.54	96.50	96.52

LONDON STOCK EXCHANGE

Gulf worries depress share prices

By Terry Byland
UK Stock Market Editor

CONCERN over mounting tensions in the Middle East dealt a further blow to fragile confidence on the London stock market yesterday. Share prices reacted more severely in the UK than in other European bourses to reports at mid-session that US warships in the Gulf had been placed on alert after the UN inspection team had left Iraq. The FT-SE index rallied before the close but the day's fall of 23.3 made a total loss over the two week equity trading account of 4.6 per cent.

The session opened nervously as the 542.15 fall in the Nikkei Average, turned attention back towards the problems of the Japanese markets.

Account	Dealing Date
July 27	Aug 10
Optimistic	Aug 20
Optimistic	Aug 31
Optimistic	Sept 10
Optimistic	Sept 20
Optimistic	Sept 30
Optimistic	Oct 10
Optimistic	Oct 20
Optimistic	Oct 30
Optimistic	Nov 10
Optimistic	Nov 20
Optimistic	Nov 30
Optimistic	Dec 10
Optimistic	Dec 20
Optimistic	Dec 30

But UK equities suffered only minor losses until lunchtime, when a combination of a sell programme from a leading UK house and the unsettling news from the Gulf sent the market into a nosedive.

With the September stock index future contract leading the way, the market fell 23.3 at the day's low, breaking through the 2,376 support line. A slow rally set in later

and the final reading put the FT-SE index at 2,377.2.

Government bonds traded quietly, closing just below the best with gains of nearly 1/4 at the long end of the range as traders continued to assess the implications of the government's plans for restraining public spending in the future.

In the equity market, poor trading volume remained the principal feature. The day's Seaq total of 496m shares compared with 512.9m on Thursday when the retail or customer component was worth only 297m, still on the low side for a profitable market.

The institutions, which provide the bulk of the customer business in equities, have kept out of the market this week. However, Sharelink, Europe's

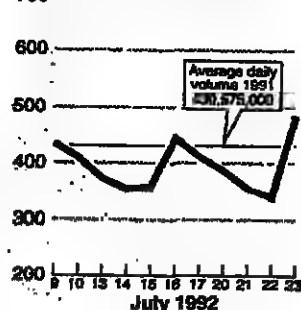
largest execution only stockbroker, which deals extensively for private investors, said that 60 per cent of these clients had traded on the buy side last week.

Traders sounded disappointed by the lack of interest in trading for the new trading account which opened last night, and a further check to confidence came when the finance director of Amstrad, the computer manufacturing group, resigned. But fund managers were pre-occupied yesterday with the close of the Wellcome share flotation.

Investment sentiment remained clouded in London, with the developments in Iraq providing further cause for concern in a market unsettled by economic uncertainties.

● Retail, or customer, business in equities has remained below last year's daily average levels as recession worries depress confidence.

London SE volume
Turnover by volume (million)



FINANCIAL TIMES STOCK INDICES

	July 24	July 25	July 26	July 27	July 28	Year Ago	1992	Since Completion
Government Bonds	89.18	89.18	89.21	89.18	89.56	84.74	89.75	127.40
Fixed Interest	105.80	105.78	105.74	105.68	105.63	93.85	105.35	102.35
Ordinary Shares	1789.1	1808.1	1803.0	1801.0	1824.1	1998.2	2145.7	179.1
Gold Shares	85.1	83.6	83.3	86.7	85.6	100.8	150.6	83.6
FT-SE 100 Share	2377.2	2399.5	2387.9	2415.8	2403.7	2579.6	2377.2	237.8
FT-SE 100 Share	1068.40	1068.47	1065.41	1108.32	1109.13	1109.01	1245.79	108.40
FT-SE 100 Share	1068.40	1068.47	1065.41	1108.32	1109.13	1109.01	1245.79	108.40

Ord. Div. Yield	5.17	5.11	5.11	5.04	5.05	4.74	5.05	100.00
Earning Yld % (full)	7.43	7.35	7.40	7.26	7.27	6.14	7.26	100.00
P/E Ratio (incl. Div)	15.84	17.03	17.02	17.33	17.32	15.18	17.32	100.00
SEAG Bargain 5.00pm	22.08	19.53	18.61	20.45	23.15	29.33	23.15	100.00
Equity Turnover (m)	496.0	512.9	512.9	496.0	496.0	512.9	496.0	100.00
Shares Traded (m)	496.0	512.9	512.9	496.0	496.0	512.9	496.0	100.00

GILT EDGED ACTIVITY

Gilt Edged	136.2	90.4
5-Day average	99.0	91.7
SE Activity 1974		
Excluding intra-market		
business and overseas turnover		

London report and latest share index
Tel: 0801 123001. Calls charged at 36p
minute. Cheap rate, 45p/minute at all
other times.

TRADING VOLUME IN MAJOR STOCKS

Company	Volume	Price	Day's	Volume	Price	Day's	Volume	Price	Day's
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100
Admiral	100	1.00	100	100	1.00	100	100	1.00	100

EQUITY FUTURES AND OPTIONS TRADING

INCREASED tension in the Middle East and continued nervousness in the London market as the trading account drew to a close, provided the background for a retreat in stock index futures, writes Joel Kibbas.

Having opened at 2,415, the September contract on the FT-SE index saw early selling with dealers focusing on the heavy fall in the Tokyo market overnight. A spate of bear closing inspired a brief recovery before the worries over the Middle East brought out sellers again. The contract had fallen to 2,368 by lunchtime, and had pulled the cash market lower.

Then, a firm opening on Wall Street and belief that earlier falls had been overdone helped the contract rally. September ended at 2,384, down 38 on Thursday's close and around 10 points below its estimated fair value premium to cash of about 18. Turnover reached 5,908 lots.

Traded options remained dull. Turnover of 30,694 contracts was well below the 30,000 break even level. Some 5,303 contracts were dealt in the FT-SE 100 option. BTR was the most active option with total of 1,638 lots transacted.

FT-SE INDICES LEADERS AND LAGGARDS

Percentage changes since January 2 1992 based on Friday July 24 1992			
Water	+25.47	All-Share Index	+4.24
Food Retailing	+12.45	Food Manufacturing	4.78
Electronics	+12.22	Financial Group	5.76
Chemicals	+9.58	Transport	5.87
Banking	+7.70	Chemicals	5.70
Other Industrial Materials	+6.74	Insurance (Life)	5.76
Textiles	+5.88	Engineering-Aerospace	7.26
Investment Trusts	+5.88	Investment Trusts	6.13
Media	+5.88	Metals & Mining	5.20
Packaging, Paper & Printing	+5.88	Metals & Mining Forming	6.61
Engineering-General	+5.88	Investment Trusts	7.26
Other Groups	+5.88	Building Materials	11.15
Stores	+5.88	Business Services	11.98
Brewers & Distillers	+5.88	Health & Household	11.98
Oil & Gas	+5.88	Oil & Gas	17.54
Electronics	+5.88	Insurance (Compolsia)	18.00
Telephone Networks	+5.88	Insurance Brokers	21.66
Merchant Bankers	+5.88	Contracting, Construction	23.73
Industrial Group	+5.88	Property	27.66
500 Share Index	+5.88	Gold Mines Index	32.40
Consumer Groups	+5.88		

Wellcome success claimed

AS book-building for the Wellcome share offer closed last night, lead managers for the global tender process were confident of success. Nevertheless, the shares slipped dangerously closer to the 500p minimum set for the issue price by managers Robert Fleming. The shares closed 4 lower at 839p with a hefty 1.6m traded.

Wellcome Trust, the governing charity which holds 73.5 per cent of the pharmaceutical company's equity, has planned to release 300m shares, or 38.5 per cent, to create a healthy interest in the aftermarket, and prevent the share price slipping after the sale has been completed. Initial orders for some 300m to 400m shares are considered healthy.

As trading finished, Fleming indicated that it had received orders for around 300m shares with yesterday's interest from the US still awaited. Mr Ian Hannam, who is heading the global co-ordination for Fleming said: "We have to wait for final indications but, as at 4.30pm, the target amount has been exceeded. Considering the state of the market it has been a phenomenal achievement."

Speculators maintained their doubts over the full notion of the 300m share and some small selling in London on behalf of the US client who wanted to "buy" American Depository Receipts knocked the market price. However, early positive comment by the head of investment at Legal & General helped sentiment, and it appeared that UK institutions were finally showing their hands.

Amstrad surprise

News of another resignation from the board of Amstrad came just a few minutes ahead of the official close, giving traders little time to react. Dealers said they expect the shares to open sharply lower on Monday, possibly around 23p to 24p, after the market has had time to assess the latest developments. "Amstrad is seen as an unmitigated disaster," said one electronics specialist who added that no more news would be forthcoming from the company ahead of its results in October.

What little activity took

NEW HIGHS AND LOWS FOR 1992

Company	High	Low
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99

RISES AND FALLS YESTERDAY

Company	High	Low
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99
Admiral	1.00	0.99

COMMODITIES

WEEK IN THE MARKETS

Cocoa market in better heart

THE COCOA market ended the week in good heart after negotiations on a new international market agreement ended in Geneva yesterday with delegates expressing mild optimism about the prospects for accord between producing and consuming members being reached at the next round of talks in November.

No attempt was made to disguise the paucity of concrete progress at the three-week session of the International Cocoa Organisation, which was meeting under the auspices of the UN Committee on Trade and Development. At the final session producer and consumer delegates highlighted differences over prices support targets, limits on amounts withheld from the market and financing.

But there appeared to be a feeling that the way had been prepared for more positive progress. "In the next round of talks on November 2-13, it should be possible to complete our work and have an agreement which is acceptable to both producers and consumers," said Mr Jan van Sluisveld, the consumer spokesman.

Market reaction to such limited progress was understandable - the September delivery cocoa price at the London Futures and Options

Exchange rose £13 yesterday to 2612 a tonne. But that was up £13 on the week and 557 above Tuesday's low in a continuation of last week's setback.

The rally had initially owed more to the absence of producer selling than to buying interest, and it was fed by the triggering of stop-loss selling orders. In the background, however, was concern over a strike by Ghanaian cocoa workers and dry weather in the Ivory Coast, the biggest producer.

At the London Metal

Commodity	Price
Aluminium	1,321.00
Copper	1,321.00
Lead	1,321.00
Nickel	1,321.00
Zinc	1,321.00
Tin	1,321.00

Exchange all base metals contracts were ahead on the week until most suffered setbacks yesterday. But aluminium defied a further large rise in exchange warehouse stocks to move on to a 3 1/4-month high with an \$11.50 rise to \$1,537.50 in the cash position, up 22c on the week.

Dealers said yesterday's rise resulted mainly from speculative activity, fuelled by the operation of stop-loss buying orders.

Zinc had a schizophrenic week after being unsettled by Monday's announcement that the London Metal Exchange was again monitoring the market closely because of concern about a developing technical supply squeeze. The cash price fluctuated in a 40 range a tonne before closing yesterday at \$1,340.50 a tonne, down 50c on the day and up 2c on the week.

The mid-week rise to \$1,362.50 a tonne led to increased pressure for the LME to take action to head off the squeeze, as it did in similar circumstances last month. On that occasion it set a limit on the one-day "backwardation" (cash premium) but so far the renewed squeeze has not moved the market out of the normal "contango" situation, where the cash price is at a discount to forward positions.

The present squeeze, like the last, has been attributed to producer support operations, which some traders allege are "concerted".

Signs of a developing supply squeeze also lifted prices on the lead market, where the cash position reached a 12-month peak of \$248.50 a tonne. This was linked to nervousness about the expiry of the labour contract at Cominco's Trail smelter in Canada at the end of September. Reports of Chinese

buying were also supporting the lead market in mid-week. By yesterday's close the cash price had retreated to \$242 a tonne, but that was still £17.50 up on the week.

Last week's sell-off in the tin market continued on Monday, when the cash price dipped to \$5,710 a tonne, as reports from Kuala Lumpur that the Chinese had sold as much as 5,000 tonnes following the preceding run up continued to affect sentiment. But later talk of Chinese shipment delay's contributed to a strong rally that left the cash position \$197.50 up on the week at \$7,015 a tonne, despite being trimmed by \$105 a tonne yesterday.

The platinum market ended a hectic week little changed. Concern over the South African situation pushed it up to \$390.75 a troy ounce at one stage, but that faded in mid-week and the downward reaction was accelerated by the announcement of the invention of another palladium-based car exhaust catalyst, although the threat to platinum's dominant share of the catalyst market was played down. The price dipped to \$377.25 an ounce but at yesterday's fixing was back to \$380.35 an ounce, down \$3.15 on the week.

Richard Mooney

EDUCATION FOR INDUSTRY

The FT proposes to publish this survey on September 22 1992. The weekday FT is read by 104,000 UK businessmen responsible for making personnel and training decisions who will show a particular interest in this survey.*

To reach this important audience and other decision makers worldwide, please contact:

Sara Mason
Tel: 071-873 4129
or
Sue Mathieson
Tel: 071-873 3149
Fax: 071-873 3064
for editorial synopsis and advertising information.

Data source: BMRC Businessman Survey 1990

FT SURVEYS

Any time any place any share.

Instant access to UK prices from anywhere in the world.

Whether you're doing business in Berlin or hatching deals in Hong Kong, FT Cityline International can link you with real time prices from the London Stock Exchange.

One phone call is all it takes to put you in touch with:

- Over 3,500 share prices
- Over 7,000 unit trust prices
- A wide range of financial reports
- A confidential portfolio facility

FT Cityline has proved invaluable to business people and investors in the UK for years. And now it's available from anywhere in the world. Just fill in the coupon below or telephone 071-895 3331. You'll be amazed how little it costs to have instant access to this unique service.

FINANCIAL TIMES
CITYLINE
INTERNATIONAL

FURTHER INFORMATION

Please send me details of FT Cityline International.

Name: _____

Position: _____

Organisation: _____

Address: _____

Post Code: _____ Tel No: _____

FT Cityline International,
126 Jersey Street, London, SW11 4LL.

Continued on next page

FT MANAGED FUNDS SERVICE[illegible]

[illegible]

US MARKETS (3:00 PM)

PERU		
	Per	+ or -
Per Cdn	30.25	-0.25
Per Cdn	201	...
Per Cdn	824	...
Per Cdn	409	...
Per Cdn	1,790	+30
Per Cdn	1,770	...
Per Cdn	740	-10
Per Cdn	1,705	...
Per Cdn	651	...
Per Cdn	310	...
Per Cdn	637	-3
Per Cdn	2,190	...
Per Cdn	310	...
Per Cdn	1,500	...
Per Cdn	1,020	+30
Per Cdn	210	...
Per Cdn	1,950	-40
Per Cdn	500	-2
Per Cdn	1,270	...
Per Cdn	284	...
Per Cdn	910	...
Per Cdn	535	...
Per Cdn	790	...
Per Cdn	9,250	...
Per Cdn	8,200	...
Per Cdn	360	...
Per Cdn	2,210	...
Per Cdn	247	...
Per Cdn	2,500	-100
Per Cdn	4,960	...
Per Cdn	1,215	+10
Per Cdn	2,820	+10
Per Cdn	2,810	+10
Per Cdn	970	...
Per Cdn	370	+10
Per Cdn	995	...
Per Cdn	995	...
Per Cdn	238	+4
Per Cdn	449	...
Per Cdn	310	...
Per Cdn	584	...
Per Cdn	2,880	+25
Per Cdn	540	...
Per Cdn	1,835	...
Per Cdn	892	+10
AFRICA		
	Rand	+ or -
Per Cdn	5.40	-0.15
Per Cdn	7.10	...
Per Cdn	122	...
Per Cdn	117.5	...
Per Cdn	210	-0.25
Per Cdn	71.50	...
Per Cdn	20.50	-0.75
Per Cdn	21.75	...
Per Cdn	71.25	+1.00
Per Cdn	76.25	+0.10
Per Cdn	43.50	-0.10
Per Cdn	16.50	-0.25
Per Cdn	47.25	-0.25
Per Cdn	73.75	-0.75
Per Cdn	11.20	-0.10
Per Cdn	11.75	-0.10
Per Cdn	11.75	...
Per Cdn	1.15	...
Per Cdn	31.25	+0.25
Per Cdn	2.50	...
Per Cdn	16.10	...
Per Cdn	62	...
Per Cdn	62	...
Per Cdn	40.50	...
Per Cdn	16.50	+0.10
Per Cdn	16.50	+0.10
Per Cdn	62	...
Per Cdn	62	...
Per Cdn	51.75	-0.25
Per Cdn	1.00	...
Per Cdn	40	+0.50
Per Cdn	185	...
Per Cdn	62.50	-1
SOUTH AMERICA		
	Austral	+ or -
Per Cdn	2.31	-0.12
Per Cdn	0.11	...
Per Cdn	7.83	...
Per Cdn	0.79	+0.01
Per Cdn	21.94	+0.22
Per Cdn	1.15	...
Per Cdn	0.90	-0.02
Per Cdn	1.50	...
Per Cdn	4.90	...
Per Cdn	2.80	-0.10
Per Cdn	2.90	...
Per Cdn	1.00	...
Per Cdn	5.30	-0.04
Per Cdn	0.90	-0.15
Per Cdn	3.01	...
Per Cdn	2.71	+0.01
Per Cdn	3.39	+0.01
Per Cdn	1.50	-0.01
Per Cdn	2.28	-0.01
Per Cdn	1.80	-0.06
Per Cdn	0.70	-0.05
Per Cdn	3.92	-0.21
Per Cdn	2.75	...
Per Cdn	1.14	-0.01
Per Cdn	1.80	...

NEW YORK

Imp. comp.	3.50	-0.05
Imp. comp.	3.03	-0.10
Imp. comp.	52	-2
Dev. comp.	10.50	-0.30
Bank	52	-1.50
entre	7.45	-0.05
Inv.	3.80
Land	17.90	-0.50
Gas	13.10	-0.10
Hotel	5.85	-0.15
Hotel	21.20	-0.20
Hotel	18.30	-0.30
Hotel	13.50	-0.50

Composite \$	412.08	410.93	413.15
--------------	--------	--------	--------

.....	13.40	
.....	8.80	-0.05
.....	57.50	-1
.....	25.50	-0.30
.....	9.50	-0.20
.....	6.15	
.....	17	-0.10
.....	19.40	-0.60
.....	30	-1.25
.....	60	-0.10
.....	2.17	-0.05
.....	2.28	
.....	7.55	-0.23
.....	32.25	-0.25
.....	5.40	-0.10
.....	9.40	-0.10
.....	16.40	-0.20
.....	10.30	-0.20
.....	11.50	-0.60

NEW YORK ACTIVE STOCK

	MYR	+ or -
.....	2.67	-0.01
Credit	4.30	-0.14
.....	8.50	-0.10
and	2.67	-0.07
.....	1.15	-0.03
.....	1.35	
.....	3.54	-0.04

	SS	+ or -
.....	2.49	-0.06
.....	11.30	-0.18
.....	0.80	-0.40

CANADA

.....	3.14	
.....	3.08	-0.04
.....	6.43	-0.15

Supplied by Teletura.

Prices on this page are as the individual exchanges last traded prices. All A Listings suspended. No Ex scrip issue. or Ex

[Handwritten signature]

AMERICA

Dow ignores good orders data

Wall Street

US stock markets were on the way to ending a difficult week on a negative note yesterday, with share prices lower at mid-session in spite of some positive economic news, writes Patrick Harverson in New York.

By 1 pm the Dow Jones Industrial Average was down 4.33 at 3,285.71. The more broadly based Standard & Poor's 500 was also lower at 410.83, while the Amex composite was 0.42 lower at 392.08 and the Nasdaq composite 1.30 lower at 564.04. Turnover on the NYSE was 98m shares by 1 pm.

Overnight losses on foreign markets, notably Tokyo and London, set the tone for a downbeat opening in New

York. Concern that the US might have to lead the UN in military action against Iraq added to the market's gloom.

The only bright spot on the horizon was the morning's announcement from the Commerce department that factory orders for durable goods rose by 2.8 per cent in June, a bigger than expected increase.

On their own, however, the durable goods figures (which some analysts believe volatile and unreliable as economic indicators) were unable to give the market much of a boost, and share prices struggled to make any gains amid quiet trading.

Among individual stocks, profit-taking was the order of the day in the banks sector, despite the strong performance, registered by most of the country's banks in the second quarter.

Chemical, which said yesterday that it was on target to reduce payrolls by 6,200 over the coming year, did best, easing only 5/8 to \$33.

In contrast, Citicorp dropped 3/8 to \$24, Chase Manhattan fell 3/8 to \$24, BankAmerica fell 3/8 to \$24 and Wells Fargo gave up 1/4 to \$24.

Frank B Hall plunged 1 1/8 to \$3 after the company agreed to sell much of its operating assets to Aon for \$475m in cash and stock. The news left Aon \$3 lower at \$46.

Great Lakes Chemical firmed 1/8 to \$61 after the company said its Octel Associates subsidiary was implementing price increases on its line of alkylated fuel additives.

W R Grace firmed 1/8 to \$35 after Salomon Brothers, the Wall Street securities house, raised its rating of the

stock from a "hold" to a "buy" and predicted that the shares would benefit from the recovery in quarterly earnings from a disappointing opening three months.

McDonald's rose 1/4 to \$43 in heavy trading as bargain buyers moved into the stock after Thursday's earnings-inspired losses.

Canada

TORONTO was weaker at mid-session on some disappointing corporate news. The TSE 300 index was off 13.7 at 3,396.6. Declines led advances 238 to 173 in volume of 13.4m shares valued at C\$18.4m.

Active stocks included Royal Trustee down C\$4 at C\$37, Cameco off C\$4 at C\$36 and SNC Group down C\$3 at C\$10.

Warsaw retraces Q2 losses

By Antonia Sharpe

POLISH equities have retraced most of the losses incurred in the second quarter and some analysts believe that the outlook for Europe's fledgling stock exchange has improved.

After a generally stable first quarter, the Warsaw WIG indicator dropped around 25 per cent from April to June on selling by individuals, disillusioned by a decision by Wedel, the food company controlled by Pepsico, to omit the 1991 dividend.

Political uncertainty, high interest rates and a big flotation of Treasury bonds at the start of June also weighed on the index.

Mr Wieslaw Rozluccki, the president of the Warsaw Stock Exchange, told fund managers in London yesterday that the recovery in the index since the end of June had been triggered by the formation of a new government and the National Bank of Poland's decision to reduce interest rates.

Brussels stages some summer attractions

Andrew Hill gives his reasons why investors in Belgian stocks should not go on holiday just yet

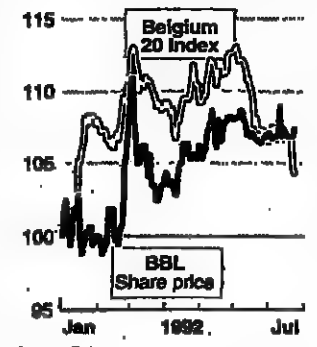
THE Belgian government is about to trash out the 1993 budget, a court ruling on minority shareholders' rights is expected shortly, and powerful institutions are vying for control of one of the country's biggest banks.

Analysts are therefore focusing on defensive stocks, such as banks and retailers.

The retail sector - namely GIB, Delhaize and Colruyt - was the market's success story in the first quarter. GIB has sustained the rally, taking fur-

ther steps towards realising the value of its Quick hamburger restaurant chain, and continuing to improve its domestic retailing operation. By contrast, enthusiasm for Delhaize has waned in recent months, as the weak dollar and difficult trading conditions have taken their toll on the group's extensive US operations.

Over the next few weeks, however, investors will be more interested in developments in the following three areas which could have a longer-lasting influence on the stock market:



Source: Citibank

ture for 1993.

● The Wagons-Lits court ruling. The Brussels court is expected to decide early next month whether Accor, the French hotels group, and Société Générale de Belgique, the holding company, gained effective control of the Franco-Belgian tourism group when they bought a stake in the summer of 1990. The two companies have since mounted a successful bid for Wagons-Lits at a lower price.

If the court rules that control did change hands, then the companies will probably have to buy out disgruntled minority shareholders at the original, higher price. Some of the evidence in the hearing was so convoluted that it seems unlikely the decision will be that simple. Nonetheless, brokers are hoping the ruling will inject much-needed legal certainty into the vaguely-worded Belgian takeover rules.

● The wounding of Banque Bruxelles Lambert (BBL). Internationale Nederlanden (ING), the Dutch banking and insurance group, wants a commercial partnership with the Belgian bank and has built a 10 per cent stake in the group.

The outcome hinges on the attitude of Groupe Bruxelles Lambert (GBL), which controls nearly 35 per cent of BBL and also needs a long-standing syndicate of BBL's main shareholders. Mr Albert Frère, the head of GBL, is said to favour a partnership with a domestic bank, but some analysts believe he is holding out for a higher price. He appears to want BFL's 400,000 shares but analysts reckon the bank is worth BFL's 400,000 shares. The market is hedging its bets: BBL is trading at around BFL's 350.

A solution may not emerge until the end of the year when GBL's right to first refusal of other syndicate members' stakes in BBL is due to expire. However, vacationing shareholders should still keep one eye on the bourse since Mr Frère's holiday plans are unknown.

EUROPE

Bourses fail to rebuild confidence

BOURSES failed to regain any confidence at the end of a troubled week, writes Our Markets Staff.

FRANKFURT took comfort from lower July inflation figures before being let down by the futures and options market.

The DAX, which briefly advanced to 1,626, closed down 12.95 at 1,610.42, the lowest level since January and down 5.4 per cent on the week. At mid-session the FAZ was 8.82 lower at 639.94 while turnover fell to DM4.9bn from DM6.1bn.

BASF fell to DM211 before closing down DM3.8 at DM216.9, following an analysts' meeting at which the company gave a disappointing forecast for 1992 earnings. Other chemical stocks were also weaker with Hoechst losing DM3.9 to DM225.5. Elsewhere, Daimler shed DM5 to DM698 and Deutsche Bank lost DM7 to DM642.50.

PARIS endured another volatile day before closing precisely unchanged at the end of the July trading session. The CAC-40 index ended 0.06 higher at 1,734.62 in turnover of just under FF2.4bn.

The insurer Axa rose FF28

FT-SE Eurotrack 100 - Jul 24								
Hourly changes								
Open	10.30am	11 am	12 pm	1 pm	2 pm	3 pm	close	
1057.10	1056.54	1055.20	1054.33	1050.36	1050.54	1052.20	1052.53	
Day's High			1057.60	Day's Low			1048.28	
Jul 23	Jul 22	Jul 21	Jul 20	Jul 19	Jul 18	Jul 17		
1059.53	1060.97	1075.64	1064.04	1097.57				

Base value 1000 points.

or 3.7 per cent to FF782 after saying that the provisions that its US subsidiary Equitable Life Assurance Society had made against its investment portfolio were adequate.

Dealers detected some switching out of Total, down FF2.70 to FF727.80, into Elf, up FF6.70 to FF733.80. BSN shed FF2 to FF71.045 as first half sales came in line with expectations. Among smaller stocks, Bacheffe gained FF78.5 or 6.5 per cent to FF711.8 in light volume.

MILAN closed lower as a half-hearted attempt to stage a recovery was overwhelmed by continued selling pressure. The Comit index fell 1.71 to 406.36, down 7.2 per cent on the week, in turnover exceeded at near Thursday's 1,992.8m.

Flat closed LSE higher at 1,455.53 but news that the man-

aging director of Fiat Ferroviaria Savignano, its rolling stock subsidiary, had been arrested in connection with the Milan bribery scandal later knocked 1.00 off the share.

IF, the Agnelli family's holding company, rose L370 to L9,930 in response to Thursday's earnings report, but then fell back to L9,650.

AMSTERDAM awaited news of talks between the Dutch government and Dase on the German group's purchase of a majority stake in Fokker. After the close the government announced that the takeover would go ahead. Fokker ended down 90 cents at F124.60. The CBS Tendency index was off 0.9 at 115.3, for a 3.1 per cent fall on the week.

One of the day's biggest losers was retailer KBB which declined F16.90, or 8.9 per cent

to F164.20 after forecasting weaker first half earnings.

VIENNA continued its downward trend with the 18-share ATX index falling 23.3 to 771.06, down 9 per cent on the week.

Wienerberger remained active after Thursday's disappointing first half results. Its shares fell Sch330 to Sch3,770 in high volume. OMV, the oil group, which said that the state wanted to sell off part of its 70 per cent stake, lost Sch16 to Sch557.

ZURICH eased in line with other markets. The SMI index fell 6 to 1,758.3 for a loss of 2.7 per cent on the week.

In Scandinavia, STOCKHOLM closed at a year's low for second day in the last four, the Affarsvärlden general index falling 4.7 to 834.7, down 4.9 per cent on the week. HELSINKI fell further in this trading, as the HEX index dropped 3.4 to 886.7, down 4.3 per cent on the week. OSLO was kept from falling further as selling pressure eased. The all-share index rose 1.54 to 376.04.

MADRID's general index closed down 0.79 at 213.54 for a fall of 4.3 per cent on the week.

ASIA PACIFIC

Nikkei falls 6.3% in a difficult week

Tokyo

THE Nikkei average fell to a new low for the year as investors sold ahead of the government's emergency meeting to discuss support measures for the market, writes Ikinio Tsuruma in Tokyo.

The 225-issue index fell 542.15 to 15,497.79, down 6.3 per cent on the week, on arbitrage unwinding and index-linked selling. The index opened at the day's high of 16,044.85 and in the day's low of 15,490.57 by mid-morning.

Volume fell from 237m shares to 209m. Declines led advances by 737 to 219, with 162 issues remaining unchanged. The Toxip index of all first section stocks retreated 23.27 to 1,204.55 and in London, the ISE/Nikkei 50 index fell 6.88 to 333.49.

Speculation that the government will decide on a ¥6,000bn supplementary budget to boost the economy disappointed market participants, as this had already been suggested by the ruling Liberal Democratic

Party. Share prices fell as discouraged dealers and investment trusts sold out.

Market participants remained sceptical about the success of the emergency measures in supporting the market. "The possibility of the government's plan attracting new buyers into the market is very low," said Mr Kaoru Shimura, head of pension fund management at Sanfomino Life.

However, Mr Yasuo Ueki, head of equity trading at Nikko Securities, said that yesterday's decline indicated that the disappointment had now been discounted. "An unexpected proposal will be a positive factor, while there will be no negative effects on the markets even if the proposals are not new," he said.

Persistent worries about the troubled real estate business depressed banks, realtors and contractors. Mitsubishi Bank lost ¥30 to ¥1,610 and Sumitomo Bank fell ¥30 to ¥1,260.

Nippon Housing Loan, the troubled housing loan company, fell for the seventh consecutive day, losing ¥13 to a

record low of ¥172. Mitsui Fudosan, the leading real estate company, fell ¥25 to ¥730, while Dai-ichi, the condominium developer, declined ¥60 to ¥281.

Electricals were weak on fears of downward revisions. Investors now reckon that since the economy is unlikely to rebound, originally expected this autumn, earnings forecasts at the electronics companies are too bullish. Hitachi lost ¥5 to ¥745 and Sony fell ¥140 to ¥3,850.

In Osaka, the OSE average fell 350.91 to 17,940.03 in volume of 24m shares.

Roundup

PACIFIC Rim markets were mixed. Brokers in Bombay boycotted trading on fears that more brokers' assets might be seized by the government.

HONG KONG fell in afternoon trade, the Hang Seng index sliding 144.40 or 2.44 per cent to 5,772.76 in turnover of HK\$3.35bn. The index has lost 5.7 per cent on the week. Banks lost ground, with

HSBC Holdings down HK\$2 at HK\$54.

SEOUL gained ground in low turnover. The composite index put on 3.46 to 521.99 for a week's rise of 1.5 per cent. Turnover fell to Won183.85bn from Won170.53bn. Gainers outpaced losers 436 to 250 with 157 unchanged.

TAIWAN finished higher in spite of a weak opening. The weighted index closed up 43.39 at 4,022.15 but was down 6 per cent on the week. Turnover fell to T\$26bn from T\$30.35bn.

MANILA slipped as profits were taken in oil stocks. The composite index shed 7.37 to 1,463.39 but was 1 per cent higher over the week.

Gainers outnumbered losers 21 to 14 in combined turnover of 252m pesos.

SINGAPORE fell sharply with the Straits Times index down 23.34 to 1,401.31, a fall of 3.4 per cent on the week. Shipyard stocks continued to be weak with Jurong Shipyard down 45 cents at S\$8.05.

KUALA LUMPUR's composite index shed 8.71 to 583.53, a 2 per cent drop on the week.

LONDON SHARE SERVICE

BRITISH FUNDS

	Name	Price	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	883	882	881	880	879	878	877	876	875	874	873	872	871	870	869	868	867	866	865	864	863	862	861	860	859	858	857	856	855	854	853	852	851	850	849	848	847	846	845	844	843	842	841	840	839	838	837	836	835	834	833	832	831	830	829	828	827	826	825	824	823	822	821	820	819	818	817	816	815	814	813	812	811	810	809	808	807	806	805	804	803	802	801	800	799	798	797	796	795	794	793	792	791	790	789	788	787	786	785	784	783	782	781	780	779	778	777	776	775	774	773	772	771	770	769	768	767	766	765	764	763	762	761	760	759	758	757	756	755	754	753	752	751	750	749	748	747	746	745	744	743	742	741	740	739	738	737	736	735	734	733	732	731	730	729	728	727	726	725	724	723	722	721	720	719	718	717	716	715	714	713	712	711	710	709	708	707	706	705	704	703	702	701	700	699	698	697	696	695	694	693	692	691	690	689	688	687	686	685	684	683	682	681	680	679	678	677	676	675	674	673	672	671	670	669	668	667	666	665	664	663	662	661	660	659	658	657	656	655	654	653	652	651	650	649	648	647	646	645	644	643	642	641	640	639	638	637	636	635	634	633	632	631	630	629	628	627	626	625	624	623	622	621	620	619	618	617	616	615	614	613	612	611	610	609	608	607	606	605	604	603	602	601	600	599	598	597	596	595	594	593	592	591	590	589	588	587	586	585	584	583	582	581	580	579	578	577	576	575	574	573	572	57
--	------	-------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	----

LONDON SHARE SERVICE

AMERICANS

Company	Price	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	883	882	881	880	879	878	877	876	875	874	873	872	871	870	869	868	867	866	865	864	863	862	861	860	859	858	857	856	855	854	853	852	851	850	849	848	847	846	845	844	843	842	841	840	839	838	837	836	835	834	833	832	831	830	829	828	827	826	825	824	823	822	821	820	819	818	817	816	815	814	813	812	811	810	809	808	807	806	805	804	803	802	801	800	799	798	797	796	795	794	793	792	791	790	789	788	787	786	785	784	783	782	781	780	779	778	777	776	775	774	773	772	771	770	769	768	767	766	765	764	763	762	761	760	759	758	757	756	755	754	753	752	751	750	749	748	747	746	745	744	743	742	741	740	739	738	737	736	735	734	733	732	731	730	729	728	727	726	725	724	723	722	721	720	719	718	717	716	715	714	713	712	711	710	709	708	707	706	705	704	703	702	701	700	699	698	697	696	695	694	693	692	691	690	689	688	687	686	685	684	683	682	681	680	679	678	677	676	675	674	673	672	671	670	669	668	667	666	665	664	663	662	661	660	659	658	657	656	655	654	653	652	651	650	649	648	647	646	645	644	643	642	641	640	639	638	637	636	635	634	633	632	631	630	629	628	627	626	625	624	623	622	621	620	619	618	617	616	615	614	613	612	611	610	609	608	607	606	605	604	603	602	601	600	599	598	597	596	595	594	593	592	591	590
---------	-------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

LONDON SHARE SERVICE

INVESTMENT TRUSTS - Cont.

Company	Price	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	883	882	881	880	879	878	877	876	875	874	873	872	871	870	869	868	867	866	865	864	863	862	861	860	859	858	857	856	855	854	853	852	851	850	849	848	847	846	845	844	843	842	841	840	839	838	837	836	835	834	833	832	831	830	829	828	827	826	825	824	823	822	821	820	819	818	817	816	815	814	813	812	811	810	809	808	807	806	805	804	803	802	801	800	799	798	797	796	795	794	793	792	791	790	789	788	787	786	785	784	783	782	781	780	779	778	777	776	775	774	773	772	771	770	769	768	767	766	765	764	763	762	761	760	759	758	757	756	755	754	753	752	751	750	749	748	747	746	745	744	743	742	741	740	739	738	737	736	735	734	733	732	731	730	729	728	727	726	725	724	723	722	721	720	719	718	717	716	715	714	713	712	711	710	709	708	707	706	705	704	703	702	701	700	699	698	697	696	695	694	693	692	691	690	689	688	687	686	685	684	683	682	681	680	679	678	677	676	675	674	673	672	671	670	669	668	667	666	665	664	663	662	661	660	659	658	657	656	655	654	653	652	651	650	649	648	647	646	645	644	643	642	641	640	639	638	637	636	635	634	633	632	631	630	629	628	627	626	625	624	623	622	621	620	619	618	617	616	615	614	613	612	611	610	609	608	607	606	605	604	603	602	601	600	599	598	597	596	595	594	
---------	-------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	--

Why we deserve the Games people play

A DECADE ago I felt a passing familiarity with a city of faded, alluring charm. On returning this week to Barcelona for the 25th Olympic summer games, I wandered about a city remade and felt like a stranger.

Gone is the ageing dancehall diva. Massaged and made up, powdered and perfumed, Barcelona is rejuvenated and ready to strut the boards in the greatest show on earth. Catalan energy has worked wonders of transformation. In the past week I have ambled past surging highways where no highways surged before. I have stood by new ports where ships have yet to dock, trundled up hillside escalators to vast virgin acres of glass and marble, and lost myself in entire planned suburbs - now home to hordes of athletes, officials and journalists - that have risen overnight. There is not a lamp standard from which a five-ringed banner does not fly, not a hoarding from which Olympic sponsors do not hawk their wares. Even today, as excited crowds swarm over 42 Olympic venues, the last lick of paint is barely dry on a brash, brave and shiny new Barcelona.

But I have found a retreat from the growing clamour of Olympic triumphalism. For centuries, the Barrio Chino has been a refuge to Barcelonenses escaping their own inbred virtues of industriousness and level-headed business sense. Set in the grimy, malodorous alleys lying near the old harbour, it is the traditional haunt of sailors, pickpockets, gourmands, late-night revellers and a Barcelona demi-monde bent on the satisfaction of varied, sometimes illicit, appetites.

In La Plata tapas bar, crowded with theatre-goers, I had tart white wine and sardines fresh from the grill. In the modest Bar Cleo I shared magnificent *butifarra* - a sausage and beans - with ham-basted workers. In La Pineda, I listened to a flush-faced tippler, a migrant like so many in this bustling city, give passionate voice to the songs of his native Andalusia. And in the Paloma ballroom, remnant of an earlier age, I watched elderly ladies flutter their fans in the warm air and wait coquettishly for an invitation to dance the paso doble.

The world of Mediterranean sensuality may not have disappeared entirely under the weight of the new Olympic Barcelona but, even in the scurviest bar of the Barrio

Chino, the influence is inescapable. Take the simple relieving of summer thirst. Ask for a drink of water here and you are likely to receive a bottle of Fontd'or, the "official" Olympic water. Estrella van Damm is the beer which officially sponsors the Barcelona Olympics. Freixnet is its official wine. Minute Maid is its official fruit juice. And Coca-Cola, as no one can avoid knowing, is the official soft drink of the Games. Anyone foolish enough to boycott official Olympic drinks this scorching summer in Barcelona might find himself very thirsty indeed.

The commercial hijacking of every liquid imaginable is not a heavy charge to lay against the Olympic movement. There are many heavier. While Barcelona roars into first gear with today's opening ceremony, the International Olympic Committee is as swamped by as many accusations concerning the perversion of Olympic ideals as it has ever been. From the pettiness of unprincipled gift-

the Games. Profits by athletes are even further out of proportion, critics allege. This year Michael Jordan, who is appearing in Barcelona with the US basketball team, will receive \$21m in product endorsements. So high have the stakes become that athletes are willing to do anything to win. Britain's Sports Council cites a study claiming that more than 50 per cent of international athletes would be willing to take a drug that guaranteed them an Olympic gold medal even if it killed them within a year.

Good grief, what has become of the world? Have the Olympics become so insidious an institution that they have caused us to lose our reason? Could they, in the age we live in, be anything other than what they are? Sitting in the sun in the Barrio Chino's palm-tree-shaded Plaza Real, the other day, an ice-cold, official drink at hand, I decided to take a step back from it all and consult a higher authority.

A weighty and worthy tome by

They are big, brash, and corporatist. And, for a fortnight, they will be inescapable. Nicholas Woodworth ponders the Olympic omens

taking to the enormity of unleashing on the world a bloated, over-commercialised Olympic organism whose size and growth is now out of control, the IOC, it seems, can do nothing right.

The committee, runs the distillate, is an all-powerful, secretive organisation answerable neither to athletes nor to world sports enthusiasts but only to Juan Antonio Samaranch, its high-handed, dictatorial president.

Under his rule, critics say, the IOC has been transformed from a selfless endeavour of high moral aspiration into a full-time, cut-throat, profit-making business corporation. Cities wishing to host the Games now pay about \$40m (\$20.5m) apiece simply for the privilege of wooing the IOC with their bids. Barcelona's spending for the Games and new infrastructure amounts to \$4.58bn. Worldwide commercial sponsorship of the Games by Coca-Cola and 11 other multinationals stands at \$180m.

Profits from television rights are enormous. The US network NBC alone has paid \$40m to broadcast

one Professor Richard D. Mandell never leaves my side at these Games. *Sport: A Cultural History* might be couched in over-academic language but it provides a suitably hefty counter-weight to the Olympic razzmatazz that encroaches on every side.

"All societies, including our own," I read, "require self-discipline, the suppression of aggression, and widely accepted justifications of the social order. There have always been social or professional classes to interpret the random happenings of the universe and otherwise to maintain by propaganda and by force the existing political order."

So far, so good. I read on. "The prevailing interpretations of the cosmic order or theology, in order to be made manifest or to be given concrete visual or otherwise perceivable form to the society as a whole, require symbolically presented, well-observed public performances or festivals." The good professor, I took it, was talking about sport. "New techniques and new political organisations regularly result in new varieties of theatrical

presented contests that symbolically affirm the correctness of the social order that fosters them."

In dazzling sunshine and 35°C heat, I found it a mouthful, but on further perusal began to see what Mandell was getting at. Sport evolves as a product of its own surrounding environment; it not only reflects the social and economic values of its age, it also reinforces them. Every epoch and every society has found a different purpose and meaning in sport.

Take the Mesopotamians, for example. One of the earliest military dictatorships, Mesopotamia had no time for adolescent pickles waving coloured ribbons on the gymnastics floor. The idea was to demonstrate the fierceness and military skill of the regime in order to impress the populace and scare off foreign enemies. Thus lion-dancing, boxing and mean tests on the two-wheeled chariot were the sports of the day.

Dynastic Egypt, on the other hand, had no use for such machismo - it lay protected from aggression by the desert and developed a stultified ruling class that evolved little over the millennia. Pharaonic rule gave rise to formal, stylised sports generating visually and aesthetically attractive recreations - witness didactic frescoes of slender youths illustrating 122 precise and elegant wrestling positions.

On the island of Crete, ancient sport was altogether different. The Minoans were an aesthetic, pacific and theocratic people. They served their gods with poetry, ecstatic dancing and acrobatics. Leaping through the horns of a raging bull and then hand-springing from its back may sound like simple show-off. In fact, it was part of a complex, sacred ritual of a highly religious society.

In China, a mandarin administration devoted to the protection of the empire's long borders from marauding Mongol hordes gave birth to sophisticated equestrian arts. In Japan, chronic internal disorder gave rise to the samurai class and the evolution of swordsmanship, archery, gunnery and martial arts such as Jujitsu. Everywhere, in fact, even in ancient Greece, sport reflected the economic and social ethos of its place and time.

Today, we like to hark back to a classical Olympian age when sport was pure, idealistic and untrammelled by grubby considerations of power, money, and a score of modern Olympic bugbears. But things were not, it seems, quite like that. Winning an event in the



ancient Greek Olympics meant more than earning a garland of olive leaves.

Winning was proof of the favour of the gods; such favour meant that the city-state the athlete represented could proceed confidently in the various political, commercial and military endeavours in which it competed with other city-states of the Hellenic world - Olympia, in one sense, was the Brussels of the ancient world. Idealism was never in it, not even for the athlete himself who, for all but the early Games, was strictly professional and performed for large financial inducements.

England's industrial revolution has given us other gods and other sports. It produced the capitalist age and sporting events that suited the means and ideals of urban mass production. Sport became rationalised, standardised, measured and quantifiable.

Gone, for example, were the spontaneous ball games of the pre-industrial age where, in chaotic mêlée, entire rural populations would run, throw or kick a stuffed pig's bladder

between one village and the next. In its place evolved the highly supervised, theatrically presented entertainment that today arouses the passions of millions of city dwellers around the world.

Whether it is association football or any other modern sport, the evolution of complex rules, team hierarchies and precise calculations of times and distances lends itself to our market-oriented obsession with verifiable accomplishment. Such sport, concludes Mandell, "not only eased, but actually promoted, the mental adaption of the whole population to the demands of the modern world."

Long after the industrial revolution, we are more obsessed with acquisition and verifiable accomplishment than ever. This is the age of the leveraged buy-out, the corporate raider, the dramatic success and shameful failure of junk-bond trader Michael Milken.

Winning in this society is what counts. Why our surprise and

outrage, then, that sport is a mirror image of the world as it actually exists? Could drug-pumped sprinter Ben Johnson have come into being if Milken had not?

If we lived in a theocracy, our sports might be directed towards spiritual salvation. If we lived in a militarist society, today's Olympic opening ceremony might resemble Hitler's 1936 Berlin extravaganza. But we do not. Most of us live in democracies shaped by consumerism and the trans-national corporations that supply it. We like Coca-Cola; we like Nike running shoes; we like Panasonic VCRs and Visa cards. We live in a corporate age, with all its benefits and evils, and our sport is corporate sport. Complaining is no use. If we want it otherwise, we will have to change the way we live.

I shall continue to enjoy my occasional retreats into the anachronistic world of the Barrio Chino. But I shall also enjoy the spectacle of the brash, modern, corporate Olympic Games. We have, after all, got what we asked for.

More Olympics, page VII

CONTENTS

- Finance: How to take the financial pain from divorce III
- Small Business: A beginners' tale from the restaurant trade VI
- Gardening: Robin Lane Fox is a thorn among roses IX
- Travel: Nigel Andrews meanders through Burgundy VIII
- Sport: The homecoming of Juan Antonio Samaranch VII
- How To Spend It: An exuberant Parisian designer in London XV



Steve Sansino meets a priest who is also a businessman providing work for reformed delinquents Page X

- Arts: Books, Bridge & Chess, Christmas, Finance & the Family, Food & Drink, Gardening, How To Spend It, Domestic Law, Markets, Mind Your Own Business, Motoring, Property, Sport, Travel, TV & Radio

The Long View/Barry Riley

Autumn tea-leaves



A SMALL island economy off the northwest coast of Europe is trying once again to stabilise its currency. Few but the natives are very interested.

The big picture, meanwhile, is that the two global economic giants, the US and Japan, are grappling with debt difficulties which will take years to solve. By and large Europe does not have a debt problem (although Germany seems intent on creating one). All the while, the growth focus of the global economy is shifting to Asia and the world will look a very different place in 20 or 30 years.

When Wall Street crashed in 1987, there was an obvious parallel with 1929. In fact, this turned out to be seriously misleading. What has happened in the US in the past five years has not been at all like what took place at the beginning of the 1930s. Sticking with the stock market as an indicator, the Dow Jones Average has actually headed upwards to new highs, albeit rather erratically and unconvincingly. In stark contrast, between the September 1929 high and the eventual low nearly three years later the Dow lost 89 per cent.

You can argue that it is what has been happening in Tokyo that is more directly comparable with events in the US some 60 years ago. During the 1990s, the US had been the brash, fast-growing star of the world economy, marked by soaring asset values and financial excesses. A classic stock market bubble was created. In important respects Japan fulfilled the same role during the 1980s. Perhaps the Tokyo stock market has collapsed in slightly a more orderly way than Wall Street did all those years ago, but the Nikkei Average has nevertheless managed to lose 60 per cent of its value in 2 1/2 years and this week it hit another new low.

The theory of long economic cycles is sketchy to say the least, but there is some basis for arguing that human attitudes are affected by whether unhappy

memories are fresh in the mind or only found in dusty history books. In some circumstances debt spells disaster - as many recent homebuyers in the UK can testify - but at other times optimism dominates and a wave of confidence can lead to the build-up of excessive risk.

Corporate and personal debt is a familiar part of the problem. The newer factor in this second 20th century supercycle has been the willingness of governments to accumulate huge debts, reflecting attempts to stimulate economic growth and also to meet social spending obligations. That is the current problem, and suddenly it is becoming a British problem too, as the ministers at Wednesday's cabinet meeting were made uncomfortably aware.

In the end governments become hemmed in. Last year the British government took the decision to raise 1992-93 public sector borrowing from £140n to what now seems likely to be well over £200n. But judging by the reactions of the building societies, there is little more room for the government to go further into deficit. Meanwhile the exchange rate is supposedly untouchable, taxes cannot be raised, and the election manifesto was full of expensive public spending pledges. Something will have to give.

Similarly, in the US a reckoning awaits after the presidential election. Borrowing cannot go on at the current level. It is because forced changes are on the way that there is a growing sense of crisis in the financial markets. Things are brewing up nicely for September and October, when these problems traditionally come to crisis point.

There was absolutely no alternative but that the UK should stay on the gold standard in 1931. To devalue by a quarter, as eventually happened in September that year, would be, they said, disastrously inflationary and would forfeit Britain's economic and political leadership. But the Bank of England ran out of gold. Indeed the UK had to eat humble pie and move down the economic pecking order, but the inflation turned out not to be a problem. As we

find ourselves once again perhaps 25 per cent overvalued against the dollar, the potential inflation problem looks much more serious: imports these days satisfy a third of domestic demand, and most would rise in price in terms of sterling by the full amount of the devaluation almost immediately.

The flicker of life in the dollar price of gold during the past few weeks is a reminder that potential currency depreciation is not just a British problem. Only the Bundesbank appears to be determined to fight seriously against currency debasement. The battle has only just begun, but already many fainthearts in Britain have started to throw in the towel.

In the US in the early 1930s a bloated banking system was allowed to collapse. Today banks in the US, Japan, the UK and elsewhere similarly should shrink drastically, but it seems unlikely that the politicians would tolerate the consequences. The British government, for instance, appears to walk in awe of the building societies. The question therefore is whether the inflationary solution is more likely to be adopted this time than the deflationary one: it certainly looks that way in the US.

The upwave of a long cycle is reached when the debt burden has been reduced to acceptable levels and people recover confidence to spend and invest. After an unpleasant period of adjustment, people will once again sell their labour at a price at which they can be profitably employed. However, the vigour of the recovery depends on how human and natural resources, together with technological innovation, can be harnessed within an encouraging political framework. The US led the way early in the century, then Japan took over. In future the biggest opportunities will be elsewhere, perhaps in China.

The recovery could be surprisingly strong when it comes. The London stock market doubled between 1932 and 1936. But there are hard decisions to be taken, whether or not devaluation is chosen. The problems of a small country can be fascinating if you live there.

HOW TO MAXIMISE YOUR RETIREMENT INCOME

1. Find an independent adviser.
2. Choose a specialist in retirement income advice.
3. Minimise your tax liability.
4. Put the right amount of money in the right building society account.
5. Make sure you have a balanced portfolio of investments.

OR

Speak to Knight Williams. We can help you with all of these and more and we specialise only in retirement income planning. Send the coupon Freepost or call Freephone Knight Williams.

A MEMBER OF FIMBRA

To Knight Williams & Company Ltd. FREEPOST 15 (W699)
London W1E 8Y7. Tel: 071-408 1138.
Please send me details of your services to private clients.

Name FT 25

Address

Postcode

I am retired/plan to retire in months
KNIGHT WILLIAMS
Britain's Largest Retirement Income Specialist.

MARKETS

London

No covering up the gloom

By Andrew Bolger

NEVER mind the occasional actress. Ministers would surely like a privacy law which enabled them sometimes to draw a discreet veil over the state of the British economy - and the stock market, when it goes into bearish mood. Domestic unease about recovery, fuelled by falling overseas markets, produced a grim week in the City. Joining the term "U-turn" from the lexicon of economic policy. So, there was something both impressive and disquieting about the speed with which the government bucked down from its confrontation with the building societies.

Cutting the interest rate offered by the new National Savings bond was sufficient to prevent a rise in home loan rates - at least for the time being - but the societies insisted that the government's growing appetite for retail savings was keeping them under severe pressure.

The societies saw a net outflow of £31m from their savings deposits in June, the worst monthly figure for six years.

A rise in mortgage rates would have dealt a blow to consumer confidence, on which so many hopes of domestic recovery are now pinned. That given that retail sales were on Wednesday revealed to have fallen 0.2 per cent last month.

The government looks increasingly boxed-in. The longer recovery is delayed, the more demands are made on public spending, with lower tax income and higher unemployment costs.

Concern about the ballooning public deficit also puts pressure on the pound. Such fears could be eased by increasing interest rates, but that itself would further postpone any recovery.

The government sought on Wednesday to reassure the financial markets by announcing a new policy which will keep the increase in public spending below the expected level of economic growth.

Domestic concerns were not the whole story, however. Turmoil on the world's currency markets started the ball rolling downwards on Monday, with the European bourses showing their biggest one-day fall since the Moscow coup in 1991.

The chart shows that the FTSE-100 index has lost all its gains since the election of April 9, but it also illustrates that London is by no means the worst-performing market over that period.

A pattern of sorts emerged in the week, with 28-point falls in the FTSE-100 on Monday and Wednesday being redressed partly by bounces of just under 12 points on Tuesday and Thursday. But sentiment on Friday remained gloomy, with the market closing down 22.3 points - a fall of 54.7 points on the week as a whole.

Official intervention in global currency markets sought to check the rise of the D-Mark and slide of the dollar, a battle which kept sterling afloat on the sidelines. But Spain's increase of its interest rates on Thursday left the UK as one of the few European countries which has not tightened monetary policy in response to last week's rise in German interest rates.

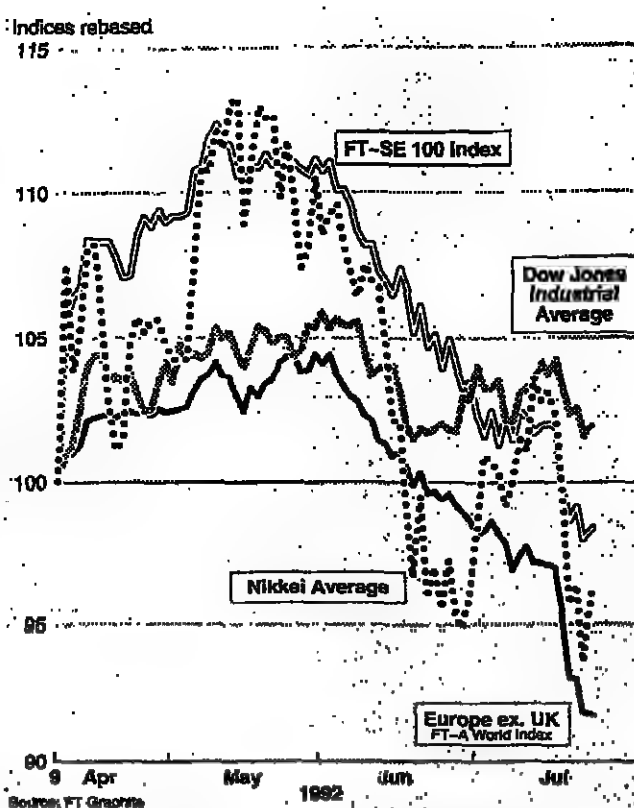
That takes us back to the London market and its fear that the next move in UK interest rates might be upwards, choking off any domestic recovery.

Whenever recovery does come, it will be too late to save parts of Britain's troubled machine tools industry. Matrix Churchill, a Midlands-based group, went into receivership only days after Beaver Engineering Group, the Norwich-based machine tool-maker.

Companies reporting this week were quizzed carefully over how they were dealing with tough trading conditions. Reuters, a stock market star of the 1980s, was marked down savagely after the international information and news group accompanied a 10 per cent increase in profits with a cautious statement on its outlook for revenue growth. The shares closed yesterday at 101pp, down 15pp on the week.

On the other hand, shares in Boots rose after the diversified retailing group told its AGM that it was "bucking the trend" and had increased sales by 11 per cent since April.

SmithKline Beecham, the Anglo-US drugs and consumer products group, once again demonstrated the defensive strengths of pharmaceuticals by reporting a 10 per cent rise



in pre-tax profits. That could bode well for Wellcome Trust, the charity which is selling about half of its 73.5 per cent stake in Wellcome, the drugs group. The strike price and allocation will be announced on Monday.

The largest deal of the week came from British Airways which is paying \$750m for a stake in USAir, the sixth-biggest US airline, in a move that will create the world's biggest airline alliance. BA, which was privatised in 1987, has long sought a foothold in the lucrative North American market.

The biggest concern for the market - and the government - is that economic recovery, even when it comes, is likely to be very gradual. There is certainly unlikely to be any marked turning point in the looming dog days of August when low trading volumes and empty City offices can make for a skittish trading climate.

On Monday, the prime minister repeated his commitment to staying in the ERM, describing advocates of sterling's devaluation as "pessimist and defeatists." This "steady-as-she-goes" course might eventually steer the economy into the safe haven of resumed growth with low inflation. But this week's scrape with National Savings and unsettled international markets demonstrate that such a path is not without its perils.

Serious Money

First falls at the first hurdle

By John Authers

WHERE does National Savings go now that FIRST's interest rate is back among equals? NS is not used to the harsh glare of political examination and it is plain that its role needs to be reassessed.

Opinions vary on the reasons for this week's dramatic cut in the rate on offer on the new FIRST Option bond from 7.75 per cent to 7.25 per cent net. These can be divided into two camps - "conspiracy" theorists and "cock-up" theorists.

Both are partly right.

The former would claim that the building societies conspired to blackmail the government with their threats of raising mortgages. They had complained loudly in advance. This might have been more from a wish to maintain profit margins rather than the fear of outright losses.

Against this, the very large demand for the FIRST bond must have taken a significant chunk out of the building societies' accounts.

Those who believe it was only a "cock-up" by National Savings also have plenty of ammunition. The official comment made at the FIRST launch that its rate was competitive but "not the best" proved to be wrong - no building society product could match it, fixed over one year, for such a small minimum investment.

And then there is the appalling way in which the interest rate was cut.

National Savings was within its rights to cut its rates with almost immediate effect. But to do so with such unseemly haste on a Monday night, while advertisements gloriously promoting the old rate were only just off the weekend presses, was an insult to investors.

Applicants whose forms were posted on Monday, but which did not arrive before midday on Tuesday, must feel betrayed - even though they are not

obliged to take the lower rate now on offer, their hopes had been raised cruelly.

Regular readers of these pages will know that National Savings has been offering excellent products for some years. From the consumer's point of view, it is impossible to object to this. National Savings must continue to offer competitive rates of interest as the least risky investment for the small saver.

But the government's savings department must show itself to be better organised than it was this week if it is to avoid losing the confidence of investors. And, following the cut in FIRST's interest rate, it also must find another way of attracting funds.

To do this, it could overhaul another outpost of the National Savings empire - premium bonds. Established by Harold Macmillan in 1957, this odd lottery, in which 6.5 per cent tax-free interest is distributed randomly, is now creaking with age. Ernie, the Electronic Random Number Indicator Equipment which picks the winning bond numbers - seems accident-prone.

Last month, we printed in the Briefcase column a letter from a reader who had held the maximum £10,000 worth of bonds for two years - and had not won a single prize.

We also printed National Savings' response: that he had been incredibly unlucky, as he had 10 chances in 11 of winning a prize of some size each month. NS went on to say that Ernie was still random.

This provoked a flood of letters from fellow disappointed bondholders, and from statisticians explaining why this result proved either that Ernie was not random or that there had been a human error within National Savings.

One reader said: "Imagine the entire surface of the earth, including the oceans, covered in sand to a depth of three inches. Every grain will win you a prize, except one solitary grain. Your unfortunate correspondent seems to have picked this one up."

The case for replacing Ernie with a more up-to-date computer system is strong.

The system for distributing prizes created in 1957. At present, £9.5m in premium bond prizes remain unclaimed. Admittedly this figure covers the entire period of premium bonds' existence, which spreads back to 1957, but it does not reflect well either on public enthusiasm for premium bonds or on the effectiveness of those who run Ernie in getting prizes to their winners. Plenty of premium bonds now lie mouldering under beds.

Ernie might need to retire - particularly as he will by 1994 face competition from the national lottery, which could be a formidable rival. More attractively, he could undergo a total facelift.

At the moment, premium bonds offer the chance of small prizes which barely set the heart alight. Even the biggest prize, one of £250,000 each month and four of £100,000 weekly, barely compete with the football pools. It might be better to continue to offer relatively poor interest rates, compared with the rest of the NS range, but make the system more of a gamble by offering bigger single prizes.

There are strong arguments why premium bonds should offer more of a gamble as they do not compete as investments. Children would be better off with children's bonus bonds while both the index-linked and fixed-interest five-year issues offer far more security. Premium bonds can play a part in the National Savings range only by offering the (slim) chance of winning millions.

People who did not win a prize would have far less reason to feel aggrieved than the people who posted their FIRST applications on Monday night.

HIGHLIGHTS OF THE WEEK

	Price y'day	Change on week	1992 High	1992 Low	
FT-SE 100 index	2377.2	-54.7	2737.8	2377.2	Falls in Tokyo & other world mkt
Amsrail	28 1/2	-5	44	23	Warns of big losses
British Aerospace	192	+60	379	185	Placing & financial worries
Davies & Newman	20	-16	101	20	Cash call fears
Expamet Int	56	-29	158	56	Chairman resigns/profits warning
Greene King	467	-54	530	435	Bid for Morland lapses
GRE	114	-23	165	108	Interim due Aug 26
Harland Simon	16	-21	655	16	Recent big losses
ICI	1098	-61	1410	1094	General economic worries
Lucas Inds	99	-16	153	97	Profits downgrading
Mirra Group	72	+19 1/2	125	49	Rumours of takeover
Reuters	1011	-153	1254	1005	Disappointment with results
Tarmac	68 1/2	-12	161	65	Fears of govt cutbacks
Tralgar House	63	-18	165	58	Financial worries
Wellcome	826	-44	1174	826	Sold down ahead of flotation

AT A GLANCE

Building Societies

Net receipts (£bn)

National Savings

Net receipts (£2m)

Building societies suffer heavy outflow of funds

These graphs illustrate the story of the week. Building societies suffered a heavy outflow of funds in June, while National Savings had a good month, before the launch of the First Option bond increased their takings still further. The Building Societies Association pointed out that the outflow did not all go to National Savings - the second call for British Telecom shares will have had an effect, and there were also signs that many people were withdrawing savings in order to pay off debts, including mortgages.

With-profits bonds sales boom

Sales of single premium with-profits bonds continue at a phenomenal rate - even though they cannot quite match the sales of National Savings' First bond. The Prudential announced its results for the first six months of 1992 this week which were boosted by £350m taken in by its Prudence Bond. The Pru says it is happy with the business it is writing and has no plans to withdraw the bond.

Equity & Law has confirmed that its with-profits bonds will be available until August 17 - they have not, as might have been implied last week already been withdrawn. Its bond has attracted more than £300m since launch in February last year, and the company wishes to maintain a mix of business. Equity & Law may re-enter the market later.

Smaller companies gloom deepens

Small companies had another terrible week. Share prices in smaller companies have now been falling consistently for two months. The House of Commons Small Companies index (capital gains version) fell 3.69 per cent to 1082.23 over the seven days to Thursday, July 23, while the County NatWest index fell by 3.49 per cent to 869.47.

Tax guide for pensioners

Age Concern has published an updated version of *Your Taxes & Savings - A guide for older people for 1992-93*. The guide is written by Sally West, of Age Concern England, and Jamie Hawthorne, an occasional contributor to the Weekend FT. It includes details of savings, investments and pension provision, and how to calculate tax allowances. Available from: Dept Y72, Age Concern England, 1268 London Road, London SW16 4ER (£4.40 inc p&p).

The FT portfolio

A decimal point was misplaced in last week's article on the Weekend FT Portfolio Race. The value of the Lep Group's portfolio should have read £33.19, not £33.95. This has the effect of making the high yield portfolio even more volatile, and drops it to fourth place. The dart board portfolio is second, and the experts finish third.

Greig Middleton

In the article about Enterprise Zone Trusts last week it was not our intention to suggest that the due diligence performed by Greig Middleton at the time of the launch of Greig Middleton EZT II in April 1991 was less than thorough.

Saddam's ghost gives investors the shivers

THE GHOST of Saddam Hussein returned to haunt Wall Street this week - even though he is believed to be very much alive.

Saddam's refusal to allow United Nations monitors to do their arms-finding job in Baghdad brought the possibility of a renewed US-led military attack on Iraq closer than it has been in the 18 months since the Gulf war ended.

The thought that US forces in the Middle East might once again face combat sent a chill through the stock markets, contributing to the 30-point decline in the Dow Jones average on Wednesday and yesterday's early losses.

A renewed conflict with Iraq - with all the resulting political and economic uncertainty for the world's financial markets - is the last thing US investors need.

The domestic economic recovery continues to disappoint; second-quarter corporate earnings have been decidedly mixed; international equities are in a flux over higher German interest rates and concern about the global economic outlook; and President Bush still looks as if he could lose November's election.

The markets cannot even draw comfort from the thought that another shooting match with Saddam might revive Bush's popularity at home. If anything, it probably would emphasise how the Gulf war, although successful in military terms, was an unfinished job.

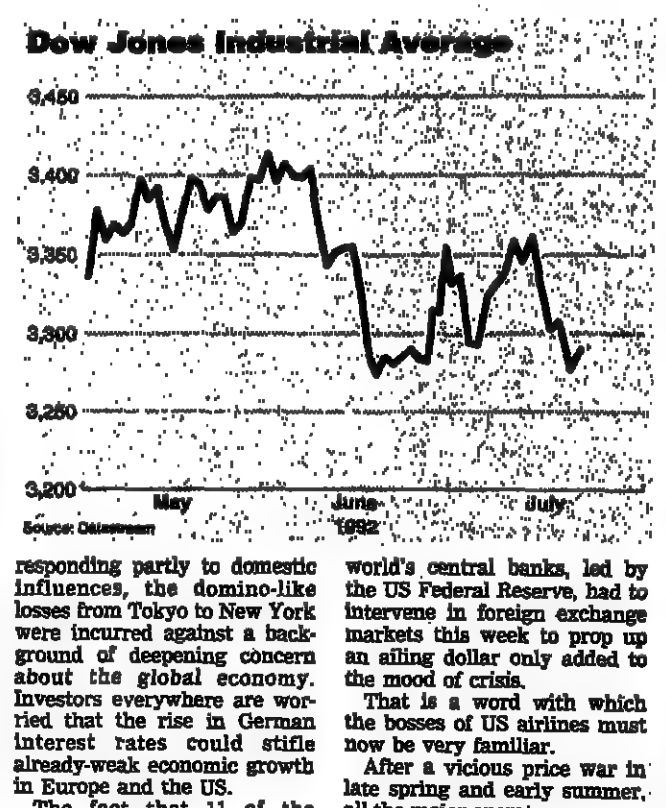
Just like the week before, US investors had a hard time this week coping with all the news swirling around them.

In the past few years, Wall Street has developed a resilience in the face of big declines in foreign markets. The drawn-out crash in Japanese equities, for example, created barely a ripple in US markets. But that resilience is under severe stress and has shown its first sign of cracking.

This week, Tokyo stocks fell to their lowest levels in six years and continental European bourses took consecutive tumbles, as did London.

By the time trading in New York opened each day, US investors were in no mood to buy stocks.

While each market was



reaping the unhappy consequences of trying to boost sales with bargain basement offers.

It was no surprise, therefore, when Delta, supposedly one of the most secure of the country's troubled carriers, unveiled a \$265.4m second-quarter operating loss on Thursday.

To compensate for low passenger-mile revenues, Delta is taking the knife to its cost base. The airline plans to cut its workforce by 4,000 (5 per cent of the total) and convert an unspecified number of full-time positions to part-time status.

Another big carrier, USAir, also announced a sizeable second-quarter loss (\$84.9m) and also blamed the red ink on the domestic fare wars.

At least the struggling USAir, which is labouring with debts of more than \$2bn, was thrown a lifeline on Tuesday in the form of a \$750m investment by British Airways, which will take a 44 per cent stake.

There was brighter news on the corporate front elsewhere. Bank profits continued to improve with Citicorp, Chase Manhattan, First Chicago and

Gleeful BA faces risks with USAir deal

"ALBUQUERQUE to Omaha? Certainly, madam. Here's your British Airways ticket."

The year is 1997 and Lord Marshall of Hatton Cross runs the world's biggest airline network. It is five years since BA invested \$750m - at a Mickey Mouse exchange rate - in USAir, a huge domestic US carrier.

\$750m? The combined airline makes that much money every three months now...

IT IS this kind of fantasy that on Tuesday drove Lord King of Wartonby and Sir Colin Marshall, the men who run BA in 1992, to make their biggest corporate move since their company was privatised five years ago. The \$750m is buying 21 per cent of the voting rights and at least 32 per cent of the equity rights of USAir, the heavily loss-making US domestic airline.

For King, in particular, the



deal is a dream come true. He has nursed his vision of a global airline for 11 years. Twice, that dream was shattered: in 1989, when talks with United Airlines, the US number two, collapsed; and earlier this year when a merger with KLM, the Dutch carrier with a stake in Northwest Airlines of the US, fell through.

King, less than a year away from retirement as chairman to become BA's honorary life president, has cause to be pleased. In some ways, USAir is an even better partner than United or KLM would have been. BA gets almost unparalleled access to the vast US domestic market with almost no overlap on its international routes. USAir's strength is on the eastern seaboard where two-thirds of Europe-bound transatlantic passengers live.

USAir's president should be even happier. His airline is flat on its back, having lost \$807m

Patrick Harverson

Monday	3308.0	- 28.84
Tuesday	3308.41	+ 5.41
Wednesday	3277.61	- 30.80
Thursday	3290.04	+ 12.43

Daniel Green

FINANCE AND THE FAMILY

Women's pension woe

Scheherazade Daneshkhu on why mothers need a pension panacea

MOST WOMEN confront a basic difficulty when saving for a pension: if they are unable to pay premiums constantly throughout a working career, the size of the pension entitlements will be reduced.

For women who intend to be in full time work and remain childless throughout their working life, this is not a problem. But for the majority who take career breaks, the size of their final pension will be smaller than a working man's, whether the pension is paid by the state, their employer, or an insurance company.

The number of working women has been increasing. Last year 71 per cent of women were economically active and although most of them were in full-time employment, a large minority - 43 per cent - were in part-time work, where the right to an occupational pension scheme if a company has one, became law only in 1985.

When most pension schemes evolved, women were seen as dependent on their husbands. However one in three marriages now ends in divorce in the UK. In such cases, a woman's right to her husband's pension is usually relinquished (see the accompanying article).

Yet, arguably, women need larger pension provisions than men since they live on average four years longer.

State pension. Social security in the UK provides a pension equivalent to only 18 per cent of average earnings, according to Noble Lowndes. For many women, this is the pension on which they rely in old age.

The full state pension is £54.15 per week for the 1992/93 tax year. The full basic state pension is dependent on the number of years over which National Insurance Contributions are paid.

Serps. The state earnings-related pension scheme, which tops up the basic pension, is available only to employees and, as its name suggests, is related to the level of earnings.

Private plans. These have become more flexible. Insurance companies, keen to find new markets for their prod-

ucts, have targeted women and highlighted shortfalls in both occupational and state pensions to push their own products.

But personal pensions, while more flexible than most occupational schemes, are not the panacea to a woman's pension problems. This flexibility boils down to the ability to stop contributions and restart them at a future date without having to incur new start-up charges.

However, these pensions, with high fixed charges, are not cheap. "An appropriate personal pension on its own will not give very different benefit from SERPS, and so is unlikely to be adequate on its own to give a comfortable retirement," says the Equal Opportunities Commission.

Even with a "flexible" pension, a woman cannot avoid the basic fact that when she stops contributing to the plan, her final pension entitlements will be reduced. The longer she takes off to bring up children, the worse the effect on her pension.

London Life estimates that a 30-year-old woman starting a personal pension with monthly payments of £100 gross would accumulate a fund at retirement at 55 years of £187,100. This assumes a yield of 13.5 per cent. If she takes a five-year break between 35 and 40 years, the size of the fund is reduced by 29 per cent to £118,000.

The EOC found one of the most severe drawbacks of personal pensions to be their inflexibility in terms of "filling gaps in paid employment".

"Contributions can only be paid for from earnings and although there is scope for forms of insurance, the only real answer is to save even more money while at work. For women who experience substantial gaps in employment, whatever the reason, the shortfall becomes impossible to bridge."

Women should also beware of unsuitable policies. In the 1988/89 tax year, the department of social security said that 83,000 women with no earnings had been sold personal pensions while the EOC concluded that 250,000

women were sold personal pensions when they would have been better off in Serps.

Occupational schemes A good occupational scheme is arguably one of the best pension schemes available. It can give the employee death and disability benefits with contributions from both employer and employee attracting tax relief.

A scheme that gives two-thirds of final earnings after a working lifetime can provide a comfortable pension but again, this will be affected by career breaks. Not all employers operate pension schemes.

The 1989 General Household Survey of the Office of Population Censuses and Surveys showed that 40 per cent of women part-time workers were with employers who did not have a pension scheme and only 11 per cent of part-time women were members of a scheme when their employers had one.

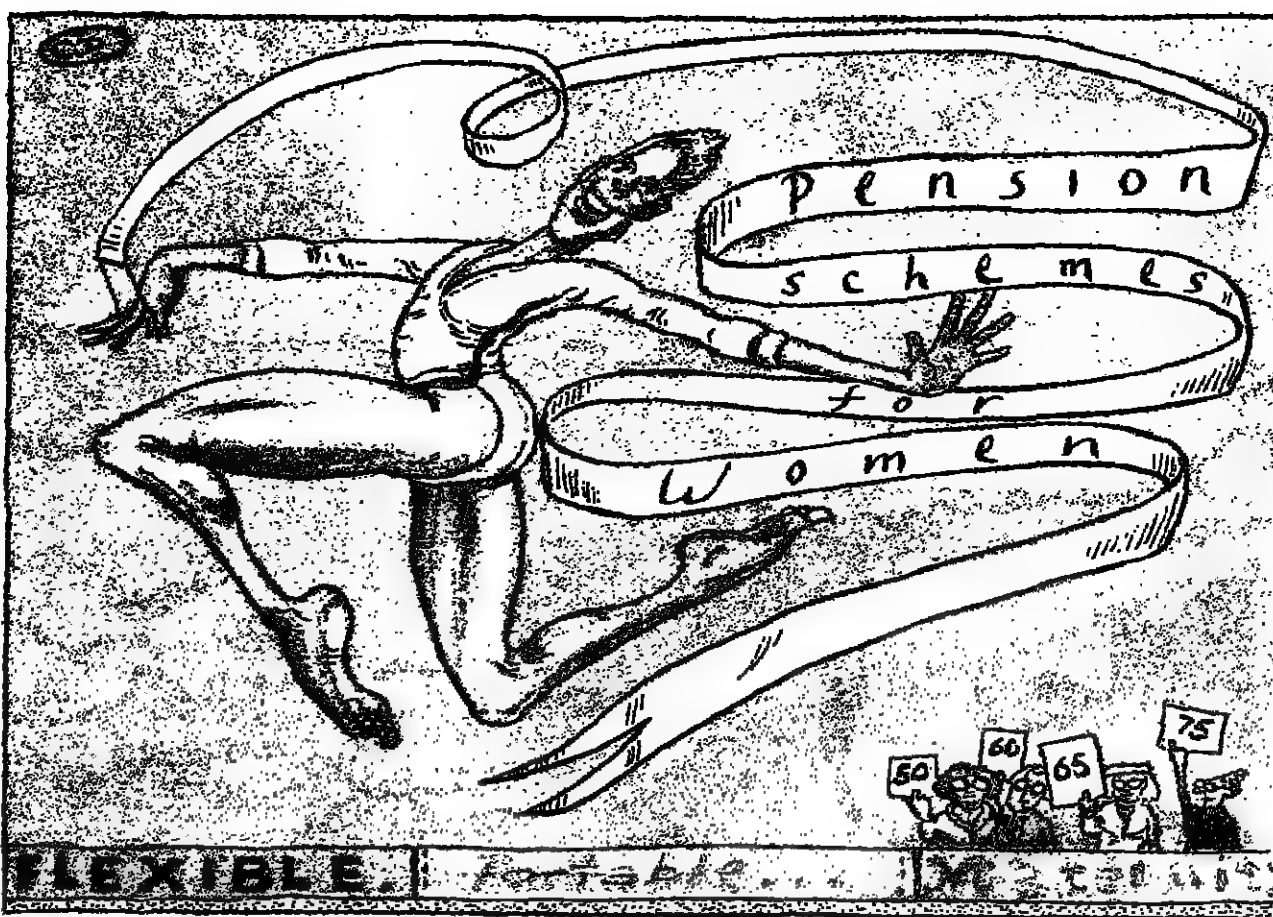
Women can supplement their occupational scheme with an

additional voluntary contribution. Rob Gaines, of NM Financial Management, advises checking the contract allows for contribution holidays and that there is no double charging or penalties for stopping and restarting.

One improvement is on the way. From January 1993, it will become compulsory for employers operating a contributory pension scheme to make maternity leave pensionable.

In spite of the flexibility hype, pensions for women are still inadequate. The conclusion of the EOC report was that the best way of reducing poverty for women in old age is to increase the level of state basic pension, since it is not linked to an earnings record. Since there is little likelihood of this happening, for the meantime, the best alternative for women is to lobby for greater flexibility in occupational schemes.

Employers pensions, page V.



Dilemmas of divorce

THE DIVISION of assets after a divorce is one of the most fiercely-contested areas of family finance. For most married couples, the husband's pension rights form the most valuable possession after the family home. Where the house is still mortgaged, its net value often falls below that of the pension.

More than one-third of UK marriages end in divorce. Yet, the law in England and Wales means pension rights are dealt with at the discretion of the courts. While discretion can provide a desirable degree of flexibility, it can also lead to uncertainty and apparently idiosyncratic judgments.

By contrast the law in Scotland is clear on the division of the pension spoils. Under the Family Law (Scotland) Act 1985 "matrimonial property" specifically includes the proportion of pension and insurance rights accumulated during the marriage and, in most cases, these must be divided equally between the partners.

However, even in Scotland, there is seen to be a need to revise the law to include a fairer method of splitting the pension rights other than through cash or instalment payments awarded by the courts.

The UK government is under pressure to clarify the law on pensions and divorce. In recent years, several eminent authorities have put forward proposals but perhaps the most influential of these is the Pensions Management Institute (PMI) working group on pension and divorce set up in February. The group draws on the expertise of the legal profession, the government, pensions experts and consumer organisations.

In April the group issued a consultation paper inviting evidence by the end of June. The group will present its findings early next year and recommend the most appropriate form of new legislation.

Sir Alec Atkinson, chairman of the working group, identified four options for dividing pension rights:

A cash payment (or its equivalent) from the partner with the most valuable pension rights;
A transfer payment from the scheme of the partner with the most valuable pension rights, to create new rights in a separate pension scheme for the other partner;

Achievement of this by reallocating benefit rights within the original scheme; or

Ear-marking a proportion of the benefits of the partner with the most valuable pension rights so that this proportion will become payable to the other partner on retirement. Whichever method is selected as the basis for new legislation, the question remains how pension rights should be calculated.

Occupational schemes in the UK are either on a "money purchase" or a "final salary" basis. Under a money purchase scheme contributions are invested to build up a fund which, at retirement, is used to buy an annuity. With this arrangement it is relatively simple to split the accrued pension rights since an individual pot of money can be identified.

However, most pension schemes in the UK are on a final salary basis where it is more difficult to calculate accrued benefits at a given time. Typically, under these schemes an employee builds up a pension at the rate of 1/80th of final salary for each

year of service up to an Inland Revenue maximum of 40/60ths, or two thirds final salary (in some cases subject to a final salary limit of £75,000 for the current tax year.)

Sir Alec said: "There are two methods by which actuarial value at figures in this area - one to arrive at the transfer value or cash equivalent, and the other to arrive at the past service reserve."

The transfer value or cash equivalent is calculated when an employee changes jobs and leaves the former pension scheme. Past service reserve is calculated in bulk transfers when, for example, the company has changed hands and the employees' pension rights are transferred into the new employer's scheme.

While pension scheme members might feel more comfortable with the notion of a cash equivalent, this is usually worth less than the past service reserve. This is because the increases in the preserved pension for early leavers, which are used to calculate the cash equivalent, are limited by law to a maximum of 5 per

cent per annum, whereas full salary inflation is assumed in the calculation of the past service reserve.

While the PMI attempts to create equitable and practical legislation for pension rights on divorce, you should understand your rights under the current law. Anyone contemplating divorce should seek legal advice on pensions aspects.

It is not only private or occupational pension rights that are affected by divorce. Under the basic state pension system a divorced woman who does not have a right to a pension in her own name can still claim a Category B pension under her former husband's National Insurance Contribution (NIC) record.

However, if she remarries she loses this right and must claim under her new husband's NIC record. Moreover, the divorced woman has no claim to a state widow's pension on the death of her former husband even if he was supporting her financially at the time of his death.

The rules under the state earnings related pension scheme (Serps) are equally harsh since all benefits, including a widow's pension, are lost on divorce.

Debbie Harrison

We've managed investment trusts through a world war, a cold war, two stockmarket crashes, five recessions and a slump.

If anybody's ready for the future, we are.

Over the last fifty years, we at Henderson have learned to cope with the unexpected.

We won't be panicked by sudden changes in interest rates, exchange rates - or even inflation.

Instead, we've acquired the experience to concentrate on long term trends. Which is why Henderson investment trusts have consistently been among the top performers in their fields.

The Henderson Collection offers a comprehensive choice of investment opportunities. You can opt for income, growth or a combination of the two. You can invest in the UK or internationally. You can choose a trust with a cautious strategy or one which is more aggressive.

The Collection offers savings and investment products to suit all kinds of investors. Send the coupon now for your copy of our brochure.

Or call our Investor Services team on 071 410 4104.

And we'll help you prepare for the future.

Please remember that past performance is not a guarantee of future returns and an investor may not get back the full amount originally invested. The value of shares, and the income from them, may go down as well as up owing to market and currency movements.

Issued by Henderson Financial Management Limited, 3 Finsbury Avenue, London EC2M 2PA. A member of IMRO

Please send me details of the Henderson Collection.

Mr/Mrs/Miss _____ Forename(s) _____ Surname _____

Address _____ Postcode _____

Post to: Investor Services Dept., Henderson Financial Management Ltd., FREEPOST, PO Box 216, AYLESBURY, Bucks HP20 1BR



Henderson
Investment Trust
Collection

H
HENDERSON
THE INVESTMENT MANAGERS

THE SAVE & PROSPER

PEP



Save & Prosper's Personal Equity Plan is an excellent way of investing up to £6,000 (£12,000 for a couple) a year in the stock market, with all your investment returns tax-free. The tax exemption means that dividends are automatically increased by at least one third and you don't pay Capital Gains Tax on your profits - however big they are.

Choice and Flexibility

Save & Prosper has one of the most comprehensive and flexible plans available, which allows you to make full use of your £6,000 annual PEP allowance. You can choose from our Managed Portfolio PEP, the Dealing Plan PEP or our Unit Trust PEP.

Save & Prosper, part of Flemings who manage £27 billion worldwide, are one of the leaders in the Personal Equity Plan market with over 75,000 plans.

Find out more, by posting the coupon, talking to your financial adviser or ringing our free Moneyline now.

Make the most of your 1992/93 PEP allowance by investing now and benefit from tax-free savings throughout the tax year.

CALL FREE 0800 282 101

9.00 a.m. - 5.30 p.m. 7 DAYS A WEEK

Save & Prosper Group Limited, FREEPOST Romford RM1 1BR

Please send me details of Save & Prosper's PEPs.

Surname _____

Initials _____

Mr/Mrs/Miss _____

Address _____

Postcode _____

Home Tel (STD) _____ No

Work Tel (STD) _____ No

So that we may call and offer further information.

THE VALUE OF INVESTMENTS WITHIN A PEP AND ANY INCOME FROM THEM, CAN GO DOWN AS WELL AS UP AND YOU MAY NOT GET BACK THE FULL AMOUNT YOU INVESTED. TAX CONCESSIONS ARE NOT GUARANTEED AND MAY BE CHANGED AT ANY TIME. THEIR VALUE WILL DEPEND ON YOUR INDIVIDUAL CIRCUMSTANCES. PAST PERFORMANCE IS NOT A GUIDE TO FUTURE RETURNS. SAVE & PROSPER GROUP LTD. IS A MEMBER OF IMRO AND LAUTRO.



THE INVESTMENT HOUSE

FINANCE AND THE FAMILY

Mortgage rates threat remains

Societies may have no option but to increase them eventually, says David Barchard

THE possibility of a mortgage rate increase in two or three months has not gone away, even though building societies rates look set to stay around 10.75 per cent for the rest of the summer.

The government's decision on Monday to heed protests and reduce interest paid on the National Savings First Option bond came just in time.

Alliance & Leicester and Abbey National were within hours of announcing rate increases in line with the proposed Cheltenham & Gloucester increase from 10.75 per cent to 10.99. Had they moved, other societies certainly would have followed.

C&G responded by withdrawing its proposal. But trimming the interest paid on the National Savings bond, introduced on July 7, does not solve the lenders' problems.

If the squeeze on their funding goes on, the societies will have to offer investors more attractive rates. They can do this only if they put up

their mortgage rates. In June, a month before the new bond was launched, £314m flowed out of the societies.

Meanwhile, disgruntled borrowers might bear two things in mind. The first is that the 10.7 per cent rate prevailing in the market now is, effectively, a discounted rate. It dates back

The second point will probably not have to be spelled out to anyone who has a mortgage from one of the centralised lenders rather than a building society.

For the past four years, they have consistently charged their mortgage customers more than the building societies, but the gap between their

all charge 11.5 per cent or more. Household Mortgage Corporation, Citibank Mortgages, BNP Mortgages, Legal & General Mortgage Services and Mortgage Trust levy rates between 11 and 11.45 per cent.

There are some exceptions to these high rates. Credit Agricole, the Mortgage Corporation, the Mortgage Business and Britannia Central Lending charge 10.99 per cent. This is, of course, equivalent to the proposed C&G rate.

C&G Guardian, which was a building society in its own right until 2½ years ago and is a centralised lender subsidiary of C&G, charges 11 per cent (although why anyone should go to a subsidiary and pay more than they would do if they went to its parent is a mystery).

Centralised lenders offered several explanations this week for their high rates. None seems entirely satisfactory. Their first excuse is that only their existing customers pay them. New customers are wooed with dis-

counts, special offers, and other enticements which make the rates they pay in the first year or two of a mortgage comparable with those of the building societies.

The second line of defence is that the building societies are out of step with the market and are charging too little for their mortgages. "If the societies choose not to charge a commercial rate for their business, that is not our affair," one centralised lender told me.

That begs the basic question. With the banks' base rate at 10 per cent, a mortgage interest rate of 10.7 per cent might look a shade underpriced - but a mortgage rate of 11.5 per cent is distinctly overpriced.

Over the past three years, the centralised lenders, as well as charging higher interest, have been consistently tougher on customers who get into payment difficulties than the building societies. These facts should be borne in mind by anyone thinking of entering the housing market now.

Forget about paying under 11 per cent. With a few exceptions, most companies charge well above that to their existing customers

to February when the larger lenders moved their rates down, expecting the banks' base rate to drop soon afterwards.

Since then, they have kept their mortgage rate about 0.7 percentage points above base rate. Yet, historically, mortgage lenders normally have pitched their rates at around 1 or 1.25 percentage points above the base rate.

interest rates and those of the societies is wider than ever just now.

Where centralised lenders are concerned, you can forget about your rate being 10.7 or 10.99 per cent. With a few exceptions, most mortgage companies charge rates well above 11 per cent to existing customers.

Bank of Ireland Home Mortgages, Bear Stearns and UCB Home Loans

Court gives SIB fresh muscle

THE Securities and Investments Board (SIB) is now free to prosecute anyone who breaks the Financial Services Act, including third parties concerned knowingly in unauthorised investment business, following an Appeal Court decision. This could be good news for victims of unsafe home income plans who now rely on partial remedies from different regulators.

The case involves a Swiss firm called Pantell - unauthorised for investment business - which sold apparently worthless shares in an American company, Euracom, to UK investors. SIB sued Pantell's London solicitors and the company itself for repayment of the money, alleging they knew about the misconduct.

The solicitors challenged SIB's powers to seek a repay-

ment order but the court rejected their case. The result is that anyone involved knowingly can be ordered to make full restitution of money invested even though they might neither have received it nor encouraged the investment actively. SIB says it is considering using these powers in a number of cases.

Independent solicitor Nigel Hodgkinson of Locks Heath, Hampshire, who has dealt with 1,000 home income plan cases, thinks the ruling might help extricate investors damaged by inappropriate sales of home income plans from the lengthy struggle for compensation.

Sold mainly to elderly people during the late 1980s, these plans involved taking out a mortgage to buy an investment bond, which was supposed to produce an income as well as paying off the loan interest.

But many investors were unaware they could lose their homes if - as happened - interest rates rose, house prices fell and the bonds failed to perform as forecast.

Thousands of complaints and claims for compensation began churning around in the regular system. In March this year SIB announced a non-stop complaints procedure, but it ran into opposition from some building societies. They refused to allow the building societies' ombudsmen to extend their jurisdiction to cover home income plans.

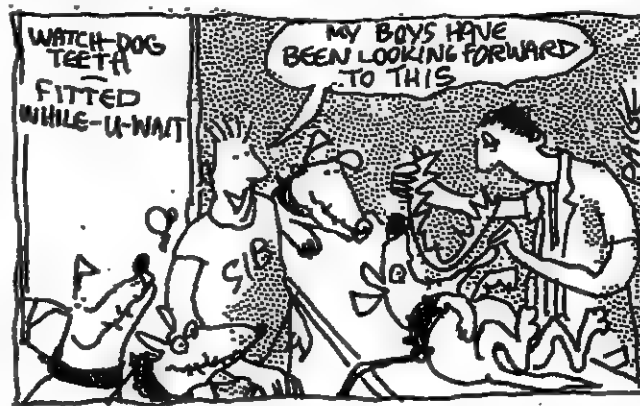
Redress for investors has varied. Insurance companies answerable to Lauto (the life assurance regulator) have paid £5m to restore around 400 people to the position they were in before investing via tied agents. The insurance ombudsman is dealing with another

120 claims against agents tied to Lauto firms and has made clear that compensation may include amounts for distress and legal fees.

No such extras will go to investors who make claims on the Investors' Compensation Scheme following the default of four intermediaries licensed by Fimbra - the independent brokers' regulator.

The Scheme said this week it expects 1,500 claims to arise from these firms, and hopes to pay at least some compensation as quickly as possible, without delaying to settle the more complex aspects. Investors will be compensated only by reference to the value of their investment on the day the firm was declared in default and cannot receive more than £48,000.

People claiming against Fimbra members still extant face



even more uncertainty. "Unfortunately, it does not necessarily follow that (they) will be entitled to the same restitution and compensation as those covered by Lauto," Anthony Nelson, treasury minister, told the House of Commons during the debate on the Finance Bill. "Each case is subject to an examination of the package, the circumstances and the terms of the investment bond, and the mortgage proposed."

Barbara Ellis

The lowdown on low-cost share deals

SEVERAL MONTHS ago, a Weekend FT reader wrote in landing the cheap dealing service offered by a FTSE 100 company to deal in the company's shares. "It is simple, cheap and efficient. I am now wondering whether there are any other schemes of a similar nature available," he wrote.

Most private investors spread their risk through a large number of holdings in different companies and will hold a variety of stock in a general Personal Equity Plan. But there will be times when the investor may want to deal in one or a few blue chip companies, or to increase his Pep holdings through a single company Pep.

Many quoted companies have arrangements with stockbrokers and personal equity plan managers to provide investors with a reduced rate service for sharedealing. Some have a similar arrangement with a Pep plan manager for

opening either a single company Pep with a maximum holding of £3,000 in any one tax year, or a £8,000 general Pep, or both.

Companies such as Hoare Govett, NatWest Stockbrokers and Cazenove have led the way in offering a low cost share dealing service for selected quoted companies.

The table below shows companies in the FTSE 100 which responded to our request for details of available schemes. Some companies, including British Steel, Lloyds Bank, Pearson and Midland Bank, do not have arrangements for a cheap sharedealing scheme or corporate personal equity plan at the moment and have not been included in the table.

The charges are very competitive compared with execution-only brokers, many of which charge a minimum of £10 for dealing. Similarly, the Pep charges also represent good value compared with the industry norm of 8 per cent

Scheherazade Daneshkhoo

Company	Sharedealing Commission	Initial	Pep charges Dealing	Annual	Closure
Abbey National	-	0.5%	0.375%	0.85%	£20
Allied Lyons	1%	£10	0.25%	0.5% (£10)	£25 + £10
Anglian Water	1%	£12 min	none	0.25% (£5 min)	£15
Argyll	1%	none	0.25% (£5 min)	0.5% (£5 min)	£15
BAA	1%	none	0.25%	0.5% (£10 min)	0.5% (£20 min)
Bank of Scotland	1%	none	0.25%	0.5% (£10 min)	none (£25 min)
Barclays	1%	£10 min	none	0.25% (£5 min)	£15
BAT	1%	£10 min	none	0.25%	0.5% (£20 min)
BET	1%	£10 min	none	0.25%	0.5% (£5 min)
Blue Circle	1%	none	0.25%	0.5% (£5 min)	£15
British Aerospace	1%	none	0.25%	0.5% (£5 min)	£15
British Airways	1%	£10 min	none	0.25%	0.5% (£15 min)
British Gas	1%	£10 min	none	0.25%	0.5% (£20 min)
British Petroleum	1%	none	0.25%	0.5%	£15
Cable & Wireless	1%	0.5%	0.25%	0.75%	£10
Cadbury Schweppes	1%	none	0.25%	0.5%	£15
Courtauld	1%	none	0.25%	0.5%	£15
Enterprise Oil	1%	none	0.25%	0.5%	£15
General Accident	1%	none	0.25%	0.5% (£5 min)	0.5% (£10 min)
General Electric	1%	£10 min	none	0.25%	0.5%
Glen	1%	none	0.25%	0.5%	£15
Grand Metropolitan	1%	£5	0.25%	0.5%	£25 + £10
Guinness	1%	none	0.25%	0.5%	none
Hanson	1%	0.5% (£10 min)	0.25%	0.5% (£5 min)	£15
ICI	1%	none	0.25%	0.5%	£25 + £10
Inchcape	1%	none	0.25%	0.5%	£25 + £10
Land Securities	1%	£5	0.25%	0.5%	£25 + £10
Lloyds Bank	1%	none	0.25%	0.5%	£15
Marika & Spencer	1%	none	0.25%	0.5%	£15
MB-Cardano	1%	none	0.25%	0.5%	£15
National Power	1%	£10 min	0.25%	0.5%	£25 + £10
NRC	0.5%	none	0.25%	0.5%	£15
Northern Foods	1%	£5	0.25%	0.5%	£15
PIED	1%	£5	0.25%	0.5%	£25 + £10
Pilkington	1%	£10 min	0.25%	0.5%	£15
Prudential	1%	none	0.25%	0.5%	£15
Rank Org	1%	none	0.25%	0.5%	£25 + £10
Redland	1%	£10 min	0.25%	0.5%	£15
Reed Internat	1%	none	0.25%	0.5%	£15
Reitmans	1%	none	0.25%	0.5%	£15
Rolls-Royce	1%	none	0.25%	0.5%	£15
RMC Group	1%	none	0.25%	0.5%	£15
Royal Bank Scotland	1%	none	0.25%	0.5%	£15
Royal Insurance	1%	none	0.25%	0.5%	£15
RTZ Corp	1%	none	0.25%	0.5%	£15
Sainsbury's	1%	£5	0.25%	0.5%	£25 + £10
Severn Trent	1%	none	0.25%	0.5%	£15
Southam & Newcastle	1%	none	0.25%	0.5%	£15
Scottish Power	1%	none	0.25%	0.5%	£15
SmithKline Beecham	1%	£5	0.25%	0.5%	£15
Tate & Lyle	1%	none	0.25%	0.5%	£15
Tesco	1%	£10	0.25%	0.5%	£15
Thorn EMI	1%	none	0.25%	0.5%	£15
Travellers	1%	none	0.25%	0.5%	£15
Unilever	1%	£10 min	0.25%	0.5%	£15
United Biscuits	1%	none	0.25%	0.5%	£15
Wellcome	1%	none	0.25%	0.5%	£15
Whitbread	1%	£10 min	0.25%	0.5%	£15
Williams Holdings	1%	none	0.25%	0.5%	£15
Wills Corson	1%	none	0.25%	0.5%	£15

- indicates the company does not offer a scheme "sales only." *The £10 fee is waived if there have been no previous withdrawals in the last year.

An option to share

THE SAVINGS product with the best risk-reward ratio of all will be losing a little of its glitter on October 1. This nonpareil is the little-publicised savings-related share option.

With Inland Revenue approval, employees are offered options to buy shares in their company at a price fixed when the options are granted and which is usually 80 per cent of the market price at that time. The options become "exercisable" - convertible into shares - either five or seven years later.

As a condition of receiving this option, an employee must enter into a savings contract, the ultimate proceeds of which will pay for the optioned shares at the 80 per cent initial price. Under these SAYE contracts - offered by a range of building societies and banks as well as the Department of National Savings - monthly contributions are deducted from salary for five years.

The saver must decide at the outset whether he wants to withdraw his money at the end of that period or leave it in for a further two years to accrue extra interest. Either way, the related share option can only be exercised in the six months following the cash withdrawal date.

Interest on the SAYE contract is paid in the form of a tax-free terminal bonus. This currently amounts to 15 monthly contributions after five years and 30 if the money is left in for a further two years, working out at compound annual rates of return of 8.86 per cent and 9.15 per cent respectively.

The Government has now decided to pare back on this terminal bonus. Employees who sign up after September 30 will find the bonus cut from 15 to 12 monthly payments after five years and from 30 to 25 after seven years. This will

equate to annual interest of 7.5 per cent and 7.38 per cent much more in line with prevailing market rates.

For a stand-alone investment these would be generous yields. Perhaps the best comparison is with the National Savings Yearly Plan which pays out 8 per cent per annum at the end of a five-year period - but the overall attraction is enormously enhanced by the added component of the linked share option.

If the share price performs so dismally that by the time of exercise it has fallen below the 80 per cent starting mark, then the holder will allow the option to lapse and be content with his tax-free bonus. But, as the table shows, even if the price has done no more than tread water during the option period there will be a useful capital gain to add to the overall return. And if the shares actually move ahead, the employee's pay-off goes into overdrive.

Wellcome provides a typical example. Wellcome employees in 1986 were offered options to buy shares five years hence at £2.29. Saving at £50 per month cost £3,000 in total, and rendered a fund of £3,700 - and therefore a right to buy 2,868 shares. That means that £3,000 bought those lucky employees the right to buy shares currently worth around £24,000.

Investors who hope to lock-in to the current rates of return before September 30 are likely to find that the matter is out of their hands. More than 1,000 companies operate savings-related share option schemes and, in the past three years, 1.3m employees have been granted options over shares worth £2.1m. Far more could have taken advantage of this gilt-edged opportunity. Participation is open to all full-time staff who have completed a qualifying period of up to five years employment.

David Cohen

David Cohen is a partner in the City law firm Patner & Co.

The week ahead

Imperial Chemical Industries reports its second quarter results on Thursday, when it is expected to produce pre-tax profits of £200m-£240m, down from £308m for the same quarter last year.

One analyst said that if the company cuts the dividend, the results on the market would be cataclysmic.

The main points of interest will include the results of the pharmaceuticals division. Analysts will be looking at the extent of the decline in Tenormin sales in the US since the expiry of its patents.

The extent to which the new drugs, Zestril, Zoladex and Diphivan, have made up

Tenormin's decline will also be key.

Otherwise, agrochemicals are likely to be disappointing, and analysts will be watching the state of the basic chemicals market to see if there has been any sign of an upturn.

The chairman's statement about future prospects will be closely examined.

Midland Bank becomes the first of the Big Four banks to announce its half-year results on Thursday.

The results are largely of historical interest since Midland was taken over last month by Hongkong and Shanghai Bank and will not pay a dividend to its former

shareholders. Last time round a poor performance on its UK banking operations drove Midland into a loss of £71m.

This year it should be back in the black. UBS Phillips & Drew are predicting pre-tax profits of £120m, but a possible write-back of sovereign debt could make the figure even higher.

Lloyds Bank will report on Friday interim pre-tax profits of around £355m against £331m a year earlier.

It is likely to increase its interim dividend by about 15 per cent to 6.29 net. The result will underline its performance as the best of the clearing banks.

COMPANY NEWS SUMMARY

TAKE-OVER BIDS AND MERGERS

Company	Value of bid per share	Market price	Price before bid	Value of bid	Bidder
Harley	66	66	52	24.51	Comie (7)
JS Pathology	175	170	154	23.05	Corning
Mandara	243	232	237	61.97	Kalos
Microlec	10795	105	113	14.22	Maggitt
Penny & Giles	313	358	235	30.20	Southborne TV
Tyne Tees TV	257	270	234	30.64	Yorkshire TV

*All cash offers. †Cash alternative. ‡For capital not already held. ††Unconditional. ‡‡Based on 2.50 p.m. prices 24/7/92. \$ = US dollars & cash.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)	Shareholders' profit (£000)	Dividend per share (£)
Abbey National	May	1,720	(14.33)	11.82
Abbey National	May	341	(269)	0.77
Air Lingus	Mar	3,100 L	(6,500)	(-)
Alm Group	Apr	3,110	(2,290)	13.7
Amec Birt Consultant	Apr	41	(1,140)	2.4
Bentley Develop	Mar	123	(822)	3.0
Bristol-Myers	Mar	1,253	(855)	7.5
British Telecom	Mar	562 L	(770 L)	(-)
British Telecom	Mar	55 L	(381 L)	(-)
Claydon	Mar	548 L	(1,370)	(-)
Cray Electronics	Apr	4,790	(5,510)	3.2
CRT Group	Apr	6,180	(5,470)	8.25
Enfield	Apr	451 L	(29 L)	(-)
Electric House	May	1,420	(968)	2.62
First Technology	Apr	3,280	(4,110)	22.85
Envi	Apr	638	(3,030 L)	2.4
Envi	Apr	291	(254)	1.18
Envi	Apr	598	(878)	6.34
Envi	Apr	352	(1,550 L)	2.7
Envi	Apr	421	(358)	1.19
Envi	Apr	638	(3,030 L)	2.4
Envi	Apr	5,310	(5,150)	4.0
Envi	Apr	633	(873)	11.89
Envi	Apr	1,130 L	(5,200)	(-)
Envi	Apr	7,800 L	(38,500 L)	(-)
Envi	Apr	3,010	(3,010)	(-)
Envi	Apr	24,000	(28,500)	8.54
Envi	Apr	8,020	(5,020)	29.2
Envi	Apr	25,400	(21,500)	26.1
Envi	Apr	155	(264)	0.87
Envi	Apr	12,000	(15,500)	9.15
Envi	Apr	5,720	(3,080)	4.04
Envi	Apr	822	(8,900 L)	30.4
Envi	Apr	2,860 L	(1,690 L)	(-)
Envi	Apr	3,710	(2,360)	2.6
Envi	Apr	357	(1,180 L)	(-)
Envi	Apr	91,000	(94,000)	(-)
Envi	Apr	1,740	(1,500)	18.1
Envi	Apr	15 L	(85)	(-)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)	Shareholders' profit (£000)	Dividend per share (£)
Aberdeen Sheriff	Jun	1,900	(978)	2.1
Automated Security	May	5,550	(13,900)	2.25
Baring Traction Int	Jun	2,500	(2,180)	1.7
BWD Securities	May	1,220	(1,260)	1.3
Central Motor Int	Apr	432	(861)	1.0
Darby Tel	Jun	571	(855)	8.23
Dorchester	Jun	878	(580)	1.6
First Mayland	June	24,300	(20,000)	(-)
Flaming American	Jun	2389	(5229)	0.36
Flaming Clearhouse	Jun	1,070	(1,210)	5.0
Flaming Handgling	Jun	365	(211)	1.0
Gen Concessions	Jun	143	(3)	14.3
Graham Mutual Inc	Jun	4278	(2948)	(-)
Great Western Res	March	18,800	(7,300)	L
Green Property	Jun	1,010	(847)	1.2
Greentree Int	Jun	506	(430)	2.1
Greyhound Int Corp	May	3	(141)	3
Hemingway Props	Jun	332	(2,160)	L
Hill & Smith	Mar	1,240	(2,420)	2.1
Holburn Tech	May	106	(161)	2.0
Ilford	May	625	(801)	0.8
Islesters	Jun	187,400	(170,000)	5.47
River & Mercantile	Jun	4,950	(3,150)	2.25
Selective Assets	Jun	194	(250)	(-)
Smithkline Beecham	Jun	25,000	(230,000)	2.078
St Andrew Tech	Jun	1,700	(1,480)	2.7
St Andrew Props	Jun	1,020	(2,000)	(-)
Transfer Technology	Jun	5,400	(2,130)	6.25
Union Discount	Jun	14,800	(8,400)	L

MINDING YOUR OWN BUSINESS

Jugglers who balance the books, too

Tim Burt discovers how to profit from digital dexterity

THE company chairman was showing off. He strode into the workshop, picked up three of his best-selling products and started juggling.

Charlie Fairbairn, the 28-year-old co-founder of More Balls Than Most, Britain's leading supplier of juggling equipment, has a right to clown around. From start-up two years ago, his company has grown rapidly and now commands 55 per cent of the UK market in circus-related products.

It is difficult to imagine a successful enterprise operating from the company's cluttered headquarters. Housed in London's old Leather Exchange, the premises look as though a three-ring circus has just decamped, leaving its equipment behind.

Every surface is littered with brightly-coloured juggling balls: rows of unicycles hang from overhead racks; there are spinning plates, devil sticks, clubs and flaming torches by the case-load. A large sign suspended from the ceiling reads simply: "Are you ready?"

Fairbairn and his partner, Adam Gardner, think they are ready to expand and recently have signed distribution rights in Sweden, Norway, the US and Belgium. They decided to move into overseas markets following record sales in their 10 UK outlets and through franchised retailers including Harrods, where the juggling balls were the best-selling "adult game" last year.

The two jugglers, who set up the company in 1990 using a £15,000 NorthWest overdraft and a loan from the London Enterprise Agency, claim the secret of their success lies in the "good factor". "We make the world's sexiest juggling ball," says Fairbairn. "It's made from polymeric casing and filled with millet to create

a softer, more tactile ball," says Gardner.

"It has an oooh factor which people find appealing," his partner adds.

Since its launch, More Balls Than Most has grown from a four-person outfit into an enterprise capable of producing 30,000 balls a week with 35 full-time staff and a further 30 casual workers who hand-sew the final stitching on every ball. Turnover this year is expected to exceed £1.5m and Fairbairn hopes to see a profit of £250,000 on sales of more than 750,000 balls.

From its humble beginnings on a market stall in London's trendy Covent Garden, the company is now looking at ways of using new technology to increase production. Already, engineering graduates at the South Bank Polytechnic have helped to boost output by designing a unique "ball-filling" machine - one of those hypnotic pieces of equipment which you can watch for hours. It uses suction to hold the balls in place while the correct amount of bird seed is pumped in.

Although most of the company's sales are to individuals who want to learn a new skill, Fairbairn sees corporate demand as the biggest growth market. A number of groups such as Virgin and Paramount International have ordered tailor-made juggling balls embossed with their logos. As an alternative corporate gift, they are said to be more popular than diaries or umbrellas.

The juggling theme also is used as a promotional gadget. One computer group, Peterborough Software, has balls carrying the slogan: "You're safe in our hands."

They come packaged in a box extolling Peterborough's virtues. The motto on the outside says: "A company that knows



Fairbairn and Gardner show their skills with unicycle and juggling balls on London Bridge

what the left hand and right hand are doing."

The men behind More Balls Than Most, both former computer salesmen, say juggling should not be dismissed as a pastime but recognised as an important antidote to executive stress.

Gardner and Fairbairn offer stress relief seminars to their corporate clients, involving a crash course in circus skills. Juggling transcends age and sex barriers and can ease desk-bound ailments such as repetitive strain injury, says Fairbairn, who adds that it is prescribed by some US doctors as an exercise to relieve arthritis.

The company hopes such uses will boost demand overseas. Exports represent only a small part of their business at

present, but the imminent launch of a US mail order catalogue - to be delivered to 36m households - is expected to attract more orders.

The optimism, however, is tinged with concern at the tough attitude of lenders to small businesses. Export sales are desirable in order to ease the company's cash flow problems.

"The fact we're turning over large sums of money sometimes sounds alarm bells to banks," says Fairbairn. "If you are a company which is vulnerable and trying to grow, then the banks can be very difficult."

Like many other young companies with innovative products, the initial success has to be measured against its bor-

Warships of the world keep an old salt afloat

LIFE comes through the letterbox when you are in the mail-order business.

"We've got customers in the House of Lords and quite a few in prison. The latter always seem to pay cash, which endears them to me," says Mike Critchley, a former minesweeper captain who now skips Maritime Books. It is the only specialist postal source for books on warships, especially the Royal Navy.

To the non-specialist eye, Critchley's list appears to have been written by Spike Milligan. Is there really a market for *Minesweepers of the Royal Canadian Navy 1938-45*? Or *Lloyd's Losses (WWII) Vol 2 at £75*? The rising £250,000 annual turnover of Maritime Books suggests there is.

The key to the business is a database of 18,000 customers built up since Critchley's launch in 1979. He sends them regular mail-shots with special offers, and nearly a quarter pay a further £12 a year for *Warship World*, a newsletter run by Maritime Books and featuring its new lines.

"I stole the idea from Habitat years ago," Critchley admits. "I was furious that my wife had paid £1.50 for a catalogue which was largely their advertising. But it works."

Aged 46, with a light beard and a quick wit, he could have inherited Jack Hawkins' role on the bridge of any warship if the British film industry hadn't sunk. He left the RN in 1976 after a conventional and successful career. A year later, he surfaced as the harbourmaster at Looe, a small port in east Cornwall.

To help pass the time, he compiled a small, soft-back picture book called *British Warships and Auxiliaries 1979*. It was aimed at trippers, yachtsmen and small boys - anyone, in fact, who would not want to pay £50 for *James Fighting Ships*. "Of course, no one wanted to publish it, so I wrote it to do it myself," says Critchley. "We sold 18,000 copies at £1.20 which didn't seem too bad, so I left Looe and decided to go into books."

He still lives only 10 miles from Looe, just outside the

small market town of Liskeard. The business is based in the grounds of his home where an extended small bungalow houses more than 100,000 volumes. Every title on offer is in stock and there is no middle-man between customer and publisher.

"Most of them would take three weeks to get it to you. I don't know how they're still in business," snorts Critchley. "If the customer phones you with his Access or Visa number, he wants the book there in a couple of days - maximum."

For most booksellers, stock is a nightmare, with inventories worth many thousands of pounds tied up month after month on the shelves. Having no bank or other debt - a matter of policy since day one - Critchley says he has no clear

idea what his stock is worth. "It's a conversation I have every year with my accountant. What's the value of eight tons of the 1990 edition of *James Fighting Ships*? Probably zero, if I give up or go out of business. Nevertheless, he says that in 13 years he has never had to dump a book, although some take longer to sell than others. He admits, though, that he makes many of his buying decisions by "seat of the pants instinct" rather than analysis.

At present, Maritime Books has 30 titles in print. Some have been hugely successful, but the naval sector is declining. Critchley finds great creative satisfaction in commissioning and creating a book but explains: "We're down to two or three a year now. We're getting enough offers to buy £20 books for 70p that it's so much easier to market those than have all the grief and headaches of publishing your own."

The high median price of these specialist titles means that the average spend is prob-

Keith Wheatley meets a sailor who turned to publishing

ably in excess of £30 a transaction, far more than the average high street bookshop. "The marketing is what it's all about," Critchley emphasises. "Once you've got a customer on the database, you can sell him something every six months."

The company has a full-time sales manager, Roger May, and two part-time workers helping with packing and despatch. Salaries (including Critchley's) total around £60,000 a year. "I'm sorry it's so imprecise but, if there's anything left, we buy more books," he says. Postage is the next biggest item, costing more than £15,000 a year.

Critchley's favourite customers are overseas, nearly a thousand of them. "They spend more because, if you're in Bulawayo, you can't exactly pop down to Dillons, can you?" One entire corner shelf of Maritime's office is stacked with books for which the Japanese owner has paid but does not want posted. He has been threatening for years to collect them; Critchley is itching to meet him.

His own fobles extend to "owning" a frigate and a submarine. As project director of the Warship Preservation Trust - comprising HMS Plymouth and the submarine *Oxley*, both lying at Birkenhead and open to the public - Critchley has found himself running his business from the motorway linking Merseyside with the West Country.

"Somehow," he reflects, "I've also bought a lightsail." The intention originally was to house a retail outlet for Maritime Books in the former Trinity House vessel. "It proved very difficult to find the right berth," Critchley explains.

There is only one cloud on view from the bridge of Maritime Books. "Our only real problem is that there were a hell of a lot of people who went into the RN during the War and they're now dying off. That customer base is shrinking."

Besides which: "Peace is breaking out all over the world and warships are not a sexy subject. More people now serve in Boots the chemist than the Royal Navy."

Hard tale in Brontë country

Nick Garnett visits two beginners in the restaurant trade who have found the going tough but rewarding

WHEN the bank manager asked Muriel Jordan what things she would have done differently with her tiny business, she replied: "Everything."

Well, it is not quite true, but running her Brontë Birthplace restaurant has proved a chilling eye-opener. "It has been tough. Hundreds of people wouldn't have done it if we'd had experience of running a restaurant, we might not have tried it, either."

Muriel was (and still is) a full-time nursing officer when she and her husband, Malcolm, decided to buy a single "lot" of derelict properties in the hilly village district of Thornton, a few miles from the centre of Bradford, West Yorkshire. It included two small, single-storey cottages, a larger house that was once Thornton parsonage and, nestled behind, a courtyard inhabited by a large, crumbling stone barn.

The original idea, four years ago, was a spot of property speculation. The whole lot cost £50,000 to buy. Both cottages were then converted and sold. The Jordans then decided to transform the old parsonage into a restaurant. This was opened a year ago.

The Brontë family lived at the parsonage for five years early in the 1800s and Charlotte, Emily, Anne and Branwell all were born there. It is, therefore, a structure with historic pulling power and for which the former kitchen and front parlour provide extremely pretty and interesting eating rooms.

The third phase of the project is the conversion of the barn, for which planning permission has been obtained for a house. An application to convert it to a six-bedroom guest house is in the pipeline.

Developing this cluster of buildings probably is giving the Jordans some long-term capital growth. But it is not generating income. So far, in fact, the project is being kept alive partly through tapping into Muriel's salary and Malcolm's income as a joiner.

Selling the two cottages for about £45,000 each failed to cover renovation costs. The buildings were in a more gruesome condition than the Jordans thought.

"Apart from that, the actual costs charged by the builders



Muriel Jordan: eyes opened to business realities

exceeded their quotations by 25 per cent," Muriel says.

On one occasion, a builder who, at the request of the Jordans, mounted a second inspection of the roof of one building, withdrew his quotation and submitted another one three times higher.

The Jordans will not proceed with the barn conversion until the restaurant starts making a profit. At the moment, it does not. It deserves to, though, in an area not over-burdened with recommendable eating places.

A three-course Sunday lunch, including dishes such as home-made pâté, chicken in pastry and bread-and-butter pudding, costs a fixed £3.

"It does not sound much but that's all the area will probably stand on prices," says Muriel.

A more expensive week-day à la carte menu incorporates braised ox-tail in Yorkshire Bitter with dumplings, roast duck in home-made plum compote, and rabbit pie with cider sauce.

The wine list is long and the bar cosy. Staff don Victorian clothing and Good Old Days once a month form part of a range of special evenings.

Customers can visit the room the Brontës used as a nursery and a collection of Victorian shoes is being added.

In spite of all this, the restaurant is not making money. It can cater for 40 at once with a break-even at 25 per cent full but it is failing to achieve that. "The accountant told us not to expect to make money in the first two years,"

The Jordans are learning

some tough lessons about catering. They possessed no experience of this kind of business. Because they are locked into other permanent jobs, problems of staffing and cost control are even more difficult than they would be normally.

One restaurant manager lasted just three weeks and Muriel then decided to do without one, saving the £12,000 salary. She thinks this was a mistake. "What I could probably do with now is a younger, go-getting manager who can help with marketing and look for business."

Retaining chefs has also proved difficult. The restaurant usually employs a head chef and a commis chef but is now seeking a new head chef. The last one departed to set up his own restaurant.

"We've been advertising for two months. An advert in the *Yorkshire Post* brought just three replies."

This underlines the crucial issue of location which probably cramps the Brontë Birthplace's ability to attract professional staff. The restaurant is 10 miles from Haworth, the centre of the Brontë tourist trade. Tourists come to Thornton but hardly in droves. The restaurant's mid-week trade is largely made up of businessmen but Bradford, like so many industrial cities, no longer possesses the depth of industry it did. "We have had a dilemma about whether we principally cater for tourists or for locals," says Muriel.

The venture was funded initially by selling two houses the Jordans owned (they now live in the same building as the restaurant) and by a bank loan. The loan has been reduced - but would still be large enough to cover the cost of a detached house in the Yorkshire city.

On the other hand, the Jordans say the restaurant building is valued at £150,000 and the venture is giving them some enjoyment. "One of the nicest things is that you are responsible for people enjoying themselves. You feel responsible if something goes wrong, but you get pleasure when it goes right."

The Brontë Birthplace Restaurant, 74 Market Street, Thornton, Bradford, West Yorkshire. Tel: 0274-530-515.

MINDING YOUR OWN BUSINESS

INVESTOR/MANAGER Required

For 2 year old promotional handling & fulfilment company in Bedfordshire with Blue Chip client base.

Reply to: Ref 3375
Neville Luton, 1 Telford Way,
Russett, Beds LU1 1RT

ORIGINAL IBM COMPUTERS

(Second User)
Model 3170-056AT
2176K RAM
80MB Prime Hard Drive
12MB
Floppy 5.25" Drive
80286 Micro-Processor
80287 Math Co-Processor
5153 VGA Colour Monitor
£290.00 Base + Carr. + VAT
TEL: 071 370 6529 9am-5pm

Business Consultancy - GCC

Active Qualified Business Executive, 30 years Gulf experience establishing own Marketing Consultancy in BAHRAIN/DUBAI seeks representation, association with reputed consultants/firms. Visiting London early August 1992.

Please reply to Box No A599, Financial Times, One Southwark Bridge, London SE1 9HL

READERS ARE RECOMMENDED TO SEEK APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

BUSINESS FOR SALE

BUSINESS FOR SALE

Distributor of insulation materials to the construction industry, with well established customer base, generating turnover between £1.5m and £2.0m per annum. Location Somerset, which provides a good base to all major centres of construction activity in the south and south west of England. Good management and reporting functions are in place and provides an ideal opportunity for expansion to potential purchasers in this area of activity or in fact for a management buy in. Initial prospectus available to serious enquiries who provide details of their interest. Write to the Managing Partner, Box No A4184, Financial Times, One Southwark Bridge, London SE1 9HL.

BUSINESS FOR SALE INDUSTRIAL BOILERS

The owner directors of this small well established business not having family succession, wish to plan in advance of retirement by way of a disposal of the business which will allow their continuing management involvement for an agreed period of time.

Principle activity is in new and used industrial packaged boilers and associated equipment with workshops and sales offices in the North of England. Turnover area £1.5/2 million includes substantial export in addition to U.K. business.

For further information please write to Box A4213, Financial Times, One Southwark Bridge, London SE1 9HL

HIGHLY SUCCESSFUL COTSWOLD

self catering holiday cottage business, 6 holiday cottages including potential owner occupies house. Beautiful setting. Good access 90% occupancy. About 4 1/2 acres. Butler Sherborn 0993 822325.

THE BUSINESS SECTION

appears Every Tuesday & Saturday. To advertise please contact Midlands Mfg on 071-873 1308 or write to her at THE Financial Times, One Southwark Bridge, London SE1 9HL

BUSINESS SERVICES

STOP! THINK BEFORE GOING BANKRUPT OR LIQUIDATING YOUR BUSINESS

Fryer & Co, Chartered Accountants, are Licensed Insolvency Practitioners who could help you to find an alternative. Please ring either: Pinkie Chater on Luton (0582) 32484 or Alan Taub on 081-209 1125 or 0831-356596

YOUR OFFICE IN LONDON

From 70p a day. Accom/Tel Ans/Tlx/Fax/Mail Box etc. Office Box. Tel: 071 436 0766 Fax: 071 580 3729

BUSINESS SOFTWARE

To advertise in this section please telephone 071-407 5783 or write to: Dennis Morgan at the Financial Times, One Southwark Bridge, London SE1 9HL or Fax: 071-873 5065

BOWEN TECHNICAL ANALYSIS WORKSHOPS (TM)

23 years experience is passed on to you. Find out which indicators work best and why. Learn to understand presentation. Leave with a UNIQUE TRADING SYSTEM that you can immediately use. Benefit from our 8-10 years experience in practical trading. A graded workshop to choose from, hundreds of satisfied delegates. Tel: (0832) 355499

Universal Options, Swap, Yield and Zero-curve Add-ons

Additional spreadsheet functions for Capital Market Professionals using Lotus 1-2-3 and Excel (Windows). MACI European and American style options and warrants on bonds, commodities, currencies, futures and shares

Free 30 day trial. Please send Systems Software, 2 London Wall Buildings, London EC2M 6PP. Tel: 071 525 4000, Fax: 071 525 2716

COMPUTER AIDED SALES & MARKETING

Breakthrough, a comprehensive sales & marketing productivity system. Handles, contacts, prospects, clients, deals, products & services. Generates letters, mailshots, sales action lists. Report generator includes Manage sources, campaigns, costing, response evaluation, notes, telephone scripts & much more. IBM PC/XT compatible. MODEL, FREEPORT, London NW9 1SR. TEL: 081-882-5168. FAX: 081-882-5168

UNIT TRUST ADMINISTRATION

Fully integrated. Portfolio Visualisation. Unit Pricing. Accrued Income and Realisation. Fund Register. Shareholder. Multi-Currency. Multi-Lingual Correspondence. JOHN CRITCHLEY, General Manager. TEL: 0181 631877. Fax: 0181 632722

TECHNICAL ANALYSIS TRAINING COURSES

Direct, practical training which can be understood and applied quickly. Covers subjects not found in the textbooks. We reveal which signals are reliable and which are not. THE COURSE MATERIAL IS SIMPLE BUT POWERFUL, and will be of value for users and non-users of Equity products. Presented by STA association holder. Call 061 428 1089 for details.

ACCOUNTING REQUIREMENTS

Multi-currency systems. Financial. Stock and Order Processing. Screen layout. Telephone. Ledger designed for you. No programming required. Contact David Halsey PCA. Tel: 071 782 0008. Fax: 071 782 4166

BANKMONITOR (Ver 2.3)

Two major High Street banks have recently admitted to overcharging customers at overdraft interest 6% of Bankmonitors users found charging errors. Monitors current and past charges quickly and accurately. IBM compatible. £295 + VAT. WESTWORTH DATA SYSTEMS LTD, 17 Springfield, Gt Dunmow, Essex. Sales 18P. Tel: 0831 675000

NEW! NEW! NEW! INDEXIA II plus

Software for financial markets. Gann, Gann Realignments, Candlesticks, Stochastics, Wave Charts, Beta Risk, Fibonacci, Fibonacci Fan/Arms, Parabolic and the most complete range of technical analysis indicators and tools. NO MODULES! ALL FEATURES IN ONE PACKAGE. Tel: 0832-328348. RAINBOW SYSTEMS, 15 Richmond, Wellingborough, Northants. Tel: 01933 3971

EXTRA BRAIN-POWER FOR MODELLING AND FORECASTING

4 thought-provoking case-studies of "natural" forecasting techniques in business. Includes: - pricing, by quantifying the qualitative. - advertising and promotions, by identifying their influence in sales. - branch comparisons, by taking account of "unmeasurable" factors. RSC Limited. Phone: 071 608 2006. Fax: 071 299 1388

ICE 1992 INTEGRATED MULTICURRENCY ACCOUNTS PACKAGE

With multicurrency normal, sales and marketing ledgers and cash books, multi-company company multi-lingual document production. Unique reconciliation, simple installation: easy to use, quality training and support. Powerful report generator, database, spreadsheet and word-processor interfaces join our satisfied client base. PCCS Limited, Phone: 071 608 2006, Fax: 071 299 1388

SYNERGY SOFTWARE

The Complete Package. Technical analysis, fundamental analysis, portfolio mgmt, fundamental analysis, optimisation, 100 options evaluation, channel analysis, updating services, data histories and new trading. For C/A's, user friendly for Lotus, Excel, etc. Synergy software needs contact the professionals - SYNERGY SOFTWARE. Our advisory service is free and with 9000 users in 45 countries we've helped the smallest investor to the largest institution. London 0181 424222. Manchester 0161 428 1122. Birmingham 021 628 72323

TRADEMARKMAKER (C)

Bring forward your fantasy of new words for brands and names with help of software on 5.25 3.5" disk. Real-time ideas tester. USD 250.00/USD 450.00. For further information call: Alexander Kent. Tel: 0181 718115. Fax: 0181 718114

APPLIED BUSINESS PLAN V.2.1

Leave one place standing. Most comprehensive, stand alone, available accounting package. Used by managers/accountants in major UK & Ireland. User friendly for Lotus, Excel, SuperCalc, Quattro, Symphony. Service/Manufacturing/Distribution. Price: From £170. Free information 9601.

APPLIED BUSINESS SOFTWARE LTD

Queen Anne Road, Charlton St, Bath BA1 3BE. Tel: 0223 277755. Fax: 0223 211285

1-2-3 TAKEOVER

Analyze the financial health of any company. Demonstrate its commercial and financial strengths. Develop an acquisition plan. Price £295 (includes VAT). IBM compatible. Clear manual. Disk: 100 30 day money-back guarantee. 24 hour answerphone 0622 282 181. PLEASANTLY PURSUING LIMITED, THE MANGLAND SUITE, BRADCASTING HOUSE, MIDLANDS, LONDON, W1 3AA. Tel: (0800) 228777. Fax: (0800) 242880

SPORT/THE BARCELONA OLYMPICS

The archer who will ignite the world

Peter Berlin previews the next fortnight's prospects for athletes, television networks and couch potatoes

THIS EVENING, an archer will fire a flaming arrow in the air which will come to earth, who knows where. On its flight, it will ignite the Olympic flame. The flame is a symbol of the Olympic ideal, a signal that competition may start and that for 16 days the city of Barcelona has become the modern Olympia. Unfortunately, the symbolic and the real are some way apart. The great mishmash of sports that is the Olympic Games is beyond the scope of even a city as cosmopolitan and spendthrift as Barcelona. The Games have burst past the girdle of mountains that belts the city and spilled beyond the Games' 16-day fortnight.

Competition started yesterday with four soccer games, including one 360km away in Valencia, and a burst of Basque pelota. Tomorrow afternoon the Dream Team, a gang of towering American millionaires, will sweep down from their luxury rented villas and slam-dunk a basketball through the five hoops of the Olympic ideal.

The basketball stars' experience of the Games will be in sharp contrast to that of the true amateurs of the modern Olympics: the fans. Many spectators will be taking time off and paying their own expenses

to be there. For them, the next 16 days will be a serious strain on energy, cash and the host city's organising ability.

There is no substitute for being here in person - for sitting in the stadium as the US team races to a world 400 metres relay record; as the Dream Team peaks in the basketball final; as the world's best young soccer players battle for gold; as the men's hockey tournament reaches its climax... except that you cannot, because all these events are crammed together on the evening of the organic final Saturday and spread around the four corners of Barcelona.

But then, no one should expect the Olympics to make sense from a sporting point of view. Nor should spectators expect things to be easy. The Games are no longer run for the benefit of spectators or athletes, but for the TV companies. This is no bad thing. After all, the broadcasters are trying to serve billions of fans around the world.

The biggest team here is not entered in the Games. It is made up of 1,300 employees of NBC (versus 925 for the entire US team), which is involved in the altogether rougher, more serious competition for audience share in the US. Thanks to the efforts of TV companies and the

miracles of tape delay, video recorders, cable, satellite and remote control channel changers, couch potatoes around the world can see the finals of the 4x400m and the basketball and the hockey and the soccer should they want to.

For dedicated sofa slugs, the Olympics represent a test of stamina and flexibility. The important thing is to pace yourself. In this respect, the TV companies and the Olympic schedulers have co-operated to create a viewer-friendly timetable. On many days, there is enough sport for 72, sometimes 96, hours of non-stop live action. But unless their own country is about to win a medal, the broadcasters will simply ignore many sports - particularly non-telegraphic events such as archery, shooting and fencing.

For sports that do interest the broadcasters, timetables have been tailored to deliver the biggest audiences. The action is conveniently concentrated in the evenings - to suit European and North American viewers - and during the Olympic fortnight's three weekends.

In the basketball tournament, the US team will play the bulk of its games at 8.30pm or 10.30pm local time, while the final is scheduled for 10pm on the last Saturday - prime time in the US. The two big-

gest medal sports, athletics (43 golds) and swimming (31) helpfully get all the qualifying nonsense out of the way in the early mornings and save their finals for the evenings.

So far as broadcasters are concerned, swimming is the only game in town during the first week. In the periods between Olympic Games, few broadcasters would

From Monday, the *Financial Times* will run daily coverage of the Barcelona Olympics from our three-man team: Nicholas Woodsworth, Peter Berlin, Keith Wheatley - plus a summary of news and main results.

dream of transmitting swimming in prime time, but the Olympics lend it status. Its central place at the Games is consecrated by tradition. Swimming was in the first modern Games in Athens in 1896. Swimming will award one in every eight gold medals in Barcelona.

While swimming is dull - swimmers race in straight lines at steady speeds, so it is generally clear after

200m who will win the 1,500m freestyle - it is also easily intelligible compared with wrestling. Viewers do not need to understand the nuances of the tumble turn to understand who is leading.

As a matter of fact, the winner's rostrum at pool-side will provide an early answer to one of the most intriguing questions at Barcelona. In Seoul four years ago, the East German women won 10 of the 15 swimming events, seven in world or Olympic record times. They collected 22 medals in all, and now join forces with the West Germans (who won a silver in Seoul). But only two members of that all-conquering team even reached the finals in the world championships in Perth last year, and the unified German squad failed to win a single women's gold.

If this happens again, and if the women's races also are slower than in 1988, it could be a sign that socialism really does produce better athletes. Or it could be a sign (the IOC hopes, piously) that everyone is taking fewer drugs. Socialism is the more likely bet. In this alone, the IOC and the TV companies are at odds. The latter hope there will be loads of world records to fuss over; the IOC hopes there are none.

The swimming winds up with its usual spray of relays next Friday

night, leaving the airwaves free for the other aquatic sports and for the one sport guaranteed to draw women viewers: gymnastics.

The most glamorous TV event, athletics, starts quietly next Friday, too, with the finals of the 20km walk and the shot put. The first significant finals are the next day: the 100m sprints and the women's marathon, which feature in Saturday's prime time. This irritates the marathoners, who would rather start in the traditional cool of early morning rather than in hot late afternoon.

After that, apart from the rest day on August 4, athletics keeps the pot boiling with a steady stream of finals. Meanwhile, sports which know their place, such as archery, kayaking and table tennis, sort out their medals quietly at unobtrusive times, and the majority of the team ball games (except baseball) as well as two viewer favourites, boxing and tennis, also build toward their climaxes on that frenzied final weekend.

After the 28-medal blitz of the final Saturday, armchair athletes can make a gentle start to the last Sunday. They can see six boxing finals in the morning, watch the male marathoners tormented by the heat and the killer hill - and then



tune-in to the closing ceremony and the dousing of the flame lit by the Spanish William Tell 16 days previously. By then, the Atlanta organising committee will be at work on plans to offer viewers an even more exhausting spectacle in four years' time. Given inflation, I doubt that Atlanta will bother with a bow and arrow. Perhaps it will use an intergalactic laser to make its opening ceremony go with a bang.

Samaranch's triumph/Keith Wheatley Power and the glory - but can it continue?

WHAT a homecoming the Barcelona Olympics represents for Juan Antonio Samaranch. The Spanish president of the International Olympic Committee (IOC) enters the stadium this afternoon wreathed in glory. Undoubtedly, these Games are a triumph for him: no political boycotts, no cash worries, and all staged in his home town.

Samaranch, 72, concedes that the death of Franco, the long-time Spanish dictator, in 1976 left him with little future there. Already in late middle-age, Samaranch was associated too closely with the regime to hope that his public life as a diplomat could continue. But his time at the helm of the Lausanne-based IOC has been a brilliant renaissance for this frugal, driven individual.

Yet Barcelona could turn out to be a briefly-shining hour. Samaranch will be at the heart of the fiercest politicking in town during the fortnight of the Games. He will have served 12 years as president when his present term ends next year. Will he stand again?

Until he announces his decision, his potential heirs will be jockeying and vote-gathering in the corridors of the Princesa Sofia hotel. In this, they will be as fiercely competitive as the athletes down on the track.

Students of the IOC constitution - and no organisation loves its protocol and conventions more - are quick to tell you that "His Excellency" is entitled to stand again. Loyally, they add that he probably would not be challenged should he do so. Among rank-and-file IOC members, merely abstaining from voting on a motion approved by Samaranch is regarded as spine-tingly rebellious, should the king of world sport die - or just fade away - there must be a successor, and key candidates are already jostling for position. Their names will be unknown to most sport fans, but one of them will become the new leader of the "Olympic family," a nation-state without a country, the secular equivalent of the Vatican.

Within the IOC, everyone's favourite for the race is Canadian lawyer Dick Pound. He has been Samaranch's able lieutenant for a decade, acting willingly as a storm-trooper where the president's role demands a need for public caution. Pound has played the blunt Anglo-Saxon to his boss's silver-tongued Latin.

Aged only 50, the tall, granite-faced Pound has become the second most powerful man within the IOC by virtue of heading the financial negotiations with the world's TV networks for Olympic rights. That the IOC grossed \$1.9bn between 1989 and 1992 is due largely to Pound's commercial acuity.

He also works as a lawyer for Adidas and is at the heart of the complex commercial relationships that link the IOC to its commercial agent, IST, created by the late Horst Dassler. Pound is exceptionally close to Samaranch.

As happened to Samaranch during his diplomatic career, though, Pound could find himself associated too closely with the *ancien regime*. Commentators - including the authors of a controversial recent book, *Lords of the Rings*, who took a highly-critical view of Samaranch and the Olympic movement - have begun to view his overt commercialism with pragmatic rather than philosophical distaste.

Unlike a government or corporation, there is little in the way of checks or balances to counteract the IOC's sweeping powers. Few within the organisation seem to believe there can be too much Olympic money, or even that it could be misdirected.

Outside, the perspective is different. Samaranch misjudged badly the world's view of his fiefdom when he attempted to shield and defend Robert Heilmann, a lawyer caught lying his pockets in his capacity as a US member of the IOC.

Those who found their loyalties joined by the sophistries that emerged from Lausanne at that time may turn to a somewhat different sort of candidate for president. Pound is, after all, a younger member of the old guard rather than a new broom.

Kevan Gosper, an Australian member of the IOC for nearly 20 years and a senior executive with Shell based in London, is another leading contender. A silver-medal runner at the 1956 Melbourne Olympics, he is more independent than

decade, acting willingly as a storm-trooper where the president's role demands a need for public caution. Pound has played the blunt Anglo-Saxon to his boss's silver-tongued Latin.

Aged only 50, the tall, granite-faced Pound has become the second most powerful man within the IOC by virtue of heading the financial negotiations with the world's TV networks for Olympic rights. That the IOC grossed \$1.9bn between 1989 and 1992 is due largely to Pound's commercial acuity.

He also works as a lawyer for Adidas and is at the heart of the complex commercial relationships that link the IOC to its commercial agent, IST, created by the late Horst Dassler. Pound is exceptionally close to Samaranch.

As happened to Samaranch during his diplomatic career, though, Pound could find himself associated too closely with the *ancien regime*. Commentators - including the authors of a controversial recent book, *Lords of the Rings*, who took a highly-critical view of Samaranch and the Olympic movement - have begun to view his overt commercialism with pragmatic rather than philosophical distaste.

Unlike a government or corporation, there is little in the way of checks or balances to counteract the IOC's sweeping powers. Few within the organisation seem to believe there can be too much Olympic money, or even that it could be misdirected.

Outside, the perspective is different. Samaranch misjudged badly the world's view of his fiefdom when he attempted to shield and defend Robert Heilmann, a lawyer caught lying his pockets in his capacity as a US member of the IOC.

Those who found their loyalties joined by the sophistries that emerged from Lausanne at that time may turn to a somewhat different sort of candidate for president. Pound is, after all, a younger member of the old guard rather than a new broom.

Kevan Gosper, an Australian member of the IOC for nearly 20 years and a senior executive with Shell based in London, is another leading contender. A silver-medal runner at the 1956 Melbourne Olympics, he is more independent than

decade, acting willingly as a storm-trooper where the president's role demands a need for public caution. Pound has played the blunt Anglo-Saxon to his boss's silver-tongued Latin.

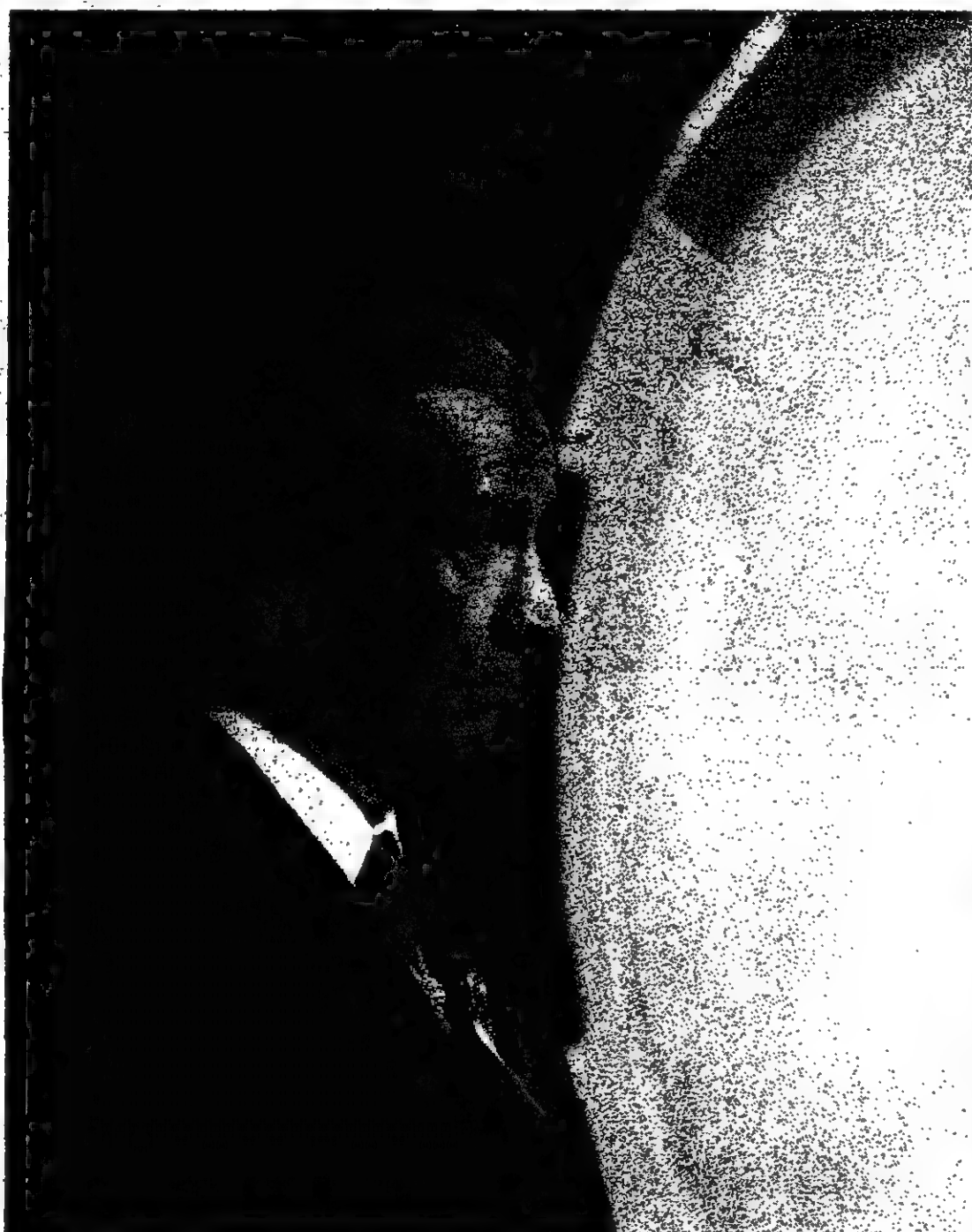
Aged only 50, the tall, granite-faced Pound has become the second most powerful man within the IOC by virtue of heading the financial negotiations with the world's TV networks for Olympic rights. That the IOC grossed \$1.9bn between 1989 and 1992 is due largely to Pound's commercial acuity.

He also works as a lawyer for Adidas and is at the heart of the complex commercial relationships that link the IOC to its commercial agent, IST, created by the late Horst Dassler. Pound is exceptionally close to Samaranch.

As happened to Samaranch during his diplomatic career, though, Pound could find himself associated too closely with the *ancien regime*. Commentators - including the authors of a controversial recent book, *Lords of the Rings*, who took a highly-critical view of Samaranch and the Olympic movement - have begun to view his overt commercialism with pragmatic rather than philosophical distaste.

Unlike a government or corporation, there is little in the way of checks or balances to counteract the IOC's sweeping powers. Few within the organisation seem to believe there can be too much Olympic money, or even that it could be misdirected.

Outside, the perspective is different. Samaranch misjudged badly the world's view of his fiefdom when he attempted to shield and defend Robert Heilmann, a lawyer caught lying his pockets in his capacity as a US member of the IOC.



Juan Antonio Samaranch, Spain's IOC supremo... candidates to succeed him are jostling for position

Pound within the IOC, but equally respected.

Gosper is due to retire next year from his job controlling the Pacific rim for Shell and, at only 59, would have a full 15 years to devote to the Olympic movement. He confirms that he would stand if Samaranch decides to go but adds, firmly: "He has told us he will make a decision after Barcelona and, should he decide to stay on, he'll get my full support."

Optimistic myopia is virtually a chronic condition within the narrow ranks of the IOC - there are only 92 members - but Gosper seems curiously immune. "In agree-

gate, I think there's an impression abroad that we've become less Olympic and too pre-occupied with our administration and financial structure."

There has been recent criticism that TV companies (particularly US networks), having paid millions for the rights to show the Games, have influenced the content and scheduling of events, sometimes to the detriment of competitors.

To this, Gosper says: "We need television to broadcast the Games, but there must be no question of them (the networks) deciding the content or timing of the programmes. I think we need to find a

better balance with commercialism."

Of course, it might be that the task of heading the IOC is becoming rather like occupying the White House - an impossible job from which the most suitable candidates shy away. Peter Tallberg, a respected Finnish IOC member, has noted that the IOC presidency is now a position that brings trouble to both the individual and his country.

Perhaps Samaranch will go quickly, at the zenith of his power and acclaim. On the other hand, courtiers have never been too strong on advising monarchs about their state of undress.

Rowing Fanatical Brit eyes hat-trick

ROWING is said by physiologists to be the most demanding of sports. It makes demands on heart, lungs and muscles that are at the limits of human physical capacity. A member of the House of Lords once described it as something that "the French reserved for convicts and the Romans for their slaves."

These factors make the 1992 record of Steve Redgrave, Olympic gold medalist in 1984 and 1988, quite remarkable. Redgrave and his partner, Matthew Pinsent, were achieving world standards even if they were not winning regattas. Then, last month, a team doctor suggested Redgrave have a check-up following weight loss during a winter illness. Specialists diagnosed colitis, sparked by salmonella contracted while training in South Africa.

Redgrave was enormously relieved, having nursed secret fears about his own health for some months. But it was as an athlete that he reacted most strongly. "We're right up with the fastest crews at way below 100 per cent fitness. Just think what we'll be able to do at Barcelona when I'm fit," he said as he headed off for treatment with diet and drugs.

At the Olympic rowing course in Banyoles, 130km from Barcelona, Redgrave will be attempting to win his third consecutive gold medal, a feat achieved only five times before in the sport. One of those greats was "Diamond John" Kelly, father of the late Princess Grace of Monaco. Pinsent, 21, will be at his first Olympics, having not even taken up rowing when Redgrave won his first medal at Los Angeles.

Those who attach importance to the well-preserved ruins of the English class system might be amused by the Redgrave-Pinsent partnership in the coxless pairs. Redgrave, son of a builder, left comprehensive school at 16 to pursue full-time sport. Pinsent, son of a Hampshire clergyman, won a double Blue at Oxford after an outstanding school career at Eton. He has twice rowed in winning Boat Race crews.

This combination was unbeaten in the 1991 season. They twice defeated the previous world champions, from Germany, and won at Lucerne by a nine-second margin. At the world championships in Vienna, Redgrave-Pinsent stormed home to a further gold medal.

Pinsent, who rows stroke, lists his recreations as "golf and testing Steve on time zones and gold medal-

winners." The latter is a good-humoured dig at the degree of Redgrave's obsessiveness. Before the Tasmanian championships in 1980, the pair had been training in Canada. Hoping to avoid the body-clock problems of too many time changes, Redgrave decreed that they would row their Henley training sessions at night.

Keeping up with Redgrave, physically and emotionally, is undoubtedly a problem for his partners. He denies being obsessive about rowing, but relatively few other people in a still-amateur sport train seven days a week for 49 weeks of the year. Andy Holmes, with whom he won gold in 1988, chose not to face four more years. Interim partner Simon Berrisford was sidelined by injury in 1990.

It was that accident that led team managers to insert the available Pinsent into the empty seat. Coincidentally, the arrival of new coach Jurgen Grobler from the former East Germany also helped to re-energise Redgrave, who had been dabbling the previous winter with bobsledding and stood on the verge of the national team.

Grobler's biggest single contribution in the early days was to suggest that Pinsent rowed stroke. It was an audacious move, considering Redgrave's seniority in the team. But it worked, and Redgrave-Pinsent regained the gold medal at the following year's world championship.

Redgrave really is a man for all oars. He won his first Olympic gold in the coxed four. But he regards his most satisfying achievement as the Commonwealth gold in the single sculls at the 1986 games. Only because he was achieving such success in the pairs did Redgrave fail to pursue his lonely excellence.

It is an open secret inside British rowing that the admission of sport to the past decade. One of the few sports at which the country excels on the world stage has been virtually unable to find major sponsors; and athletes such as Redgrave, without question the world's finest individual rower, earn a frugal living as sports consultants.

Had Redgrave turned his commitment and physical skills to tennis, he could even now be ranked, say, 115th in the world and earning more than \$100,000 a year for playing in a dozen tournaments.

Tough life for the wet bobs.

K.W.

Who gets what from the great carve-up

Gary Mead examines how sponsorship has changed dramatically the way the modern Games are funded

TODAY, the world will switch on its television sets to watch the start of the biggest marketing event ever. By and large, viewers will be unaware of the commercial overtones of the Olympics. What they want to see are sporting glories.

But they will be part of a commercial event that has generated \$1.9bn worth of international sponsorship and television licensing deals involving just one important brand logo: the five interlocking rings of the Olympic Games. The NBC television network alone has paid \$401m for exclusive rights to

British javelin thrower Steve Backley drives a SEAT Toledo 1.8 16V GTI one of his rewards for Olympic prominence. SEAT is one of the sponsors of the British team

broadcast the Games in the US.

Some members of the International Olympic Committee (IOC) are sensitive to criticism that the Games are being undermined by sponsorship deals, drug abuse, and the professional status of many athletes. But those criticisms ignore history, according to Michael Payne, the IOC's marketing director.

He says the modern-day role played by big business in the Olympics is not new and points out: "There has always been commercial involvement, at times far more excessive than now. There used to be in-stadium advertising in 1928 (now forbidden by the IOC). In Montreal (the 1976 summer Olympics), there were 620 sponsors and suppliers. The Olympic rings were on everything, including such inappropriate products as ladies' underwear and bananas, with no control."

What has happened since the financially disastrous Montreal Games is that the IOC has come gradually to see the commercial value of the Olympics. It has sold sponsorship and broadcasting rights in order to make profits to plough back into international sport - and into itself.

The first thorough-going attempt to make money from the Games for the IOC and its affiliated national members came with the 1988 summer Olympics in Seoul, South Korea. In Seoul, though, the IOC was only beginning to discover the extent to which multinational companies were prepared to pay for the five-ringed logo. Thus, Barcelona 1992 is held to be the first really determined example of a highly-organised and centrally-planned commercial exploitation of the Olympics.

The central sponsorship deal for this year's winter and summer Games is called The Olympic Programme, or TOP. Each TOP programme runs for four years. In the present one, now ending, the IOC has attracted \$175m out of the \$1.9bn overall figure from the 12 TOP sponsors. They are Visa International, Coca-Cola, Mars, 3m, Time and its sister publication *Sports Illustrated*, Bausch and Lomb, Ricoh, Matsushita, Brother, Eastman Kodak, the US Postal Service, and Philips International.

Their contracts with the IOC forbid them revealing how much they paid individually but Payne says the individual entry fee for the next TOP programme - which will cover the Lillehammer winter Games next year and the Atlanta summer Games in 1996 - is \$40m. The European TV rights for Atlanta have just been sold to the European

Broadcast Union for \$250m, against \$90m for Barcelona.

Visa, the present lead sponsor, is thought to have paid about \$20m and the others about \$14m each, either in cash or services and back-up technology. Like all other TOP sponsors, Bausch and Lomb is using its Olympic connections for other marketing purposes. It calculates that its TOP contribution is "probably doubled or near tripled" when other planned promotional programmes, which are given an Olympic twist this year, are taken into account.

Even those not sponsoring the Games directly through TOP regard the event as a crucial TV advertising vehicle. According to the US trade magazine *Adweek*, General Motors has bought \$40m worth of television advertising time in the US over the next fortnight, effectively blocking out some of its main

competitors. *Adweek* calculated that Honda and Isuzu were each buying \$10m worth of prime-time TV minutes, with BMW and Volkswagen spending \$4m each.

Sponsorship ensures that the Barcelona Games are unlikely to make a loss. Perhaps the only sensitive topic left is the slicing-up of the cake. Of the \$1.9bn for the present TOP period, 75 per cent goes to the local organising committees in Albertville and Barcelona, as well as to the IOC itself.

The remainder goes to the national organising committees. Of the 170-odd countries competing in Barcelona, 40 will take the lion's share since they are deemed to have the largest markets. The Olympic committees of the smaller nations - arguably, those with the greatest need for cash - will get about \$15,000 plus \$400 per athlete sent to Barcelona.

TRAVEL

Burgundy: only the real thing will do

Film critic Nigel Andrews, motoring aimlessly around French country lanes, finds more delights than in all the guidebooks

THE SMALL silver-grey object hurtling through Burgundy once a year to festival is a Honda Ballade. It belongs to this writer, who, when let out of a cinema, is known to attach himself recklessly to a steering wheel.

He is also known to be astounded on discovering a real world out there beyond the movie screen: real people, real trees and, above all, in Burgundy, real castles and cows.

Although the Côte d'Or is, strictly speaking, a smallish region to the north of Nuits St George, it should be stretched to take in all those buttercup-covered, cattle-thronged, history-haunted fields to the west – and north-west and south-west – of Dijon.

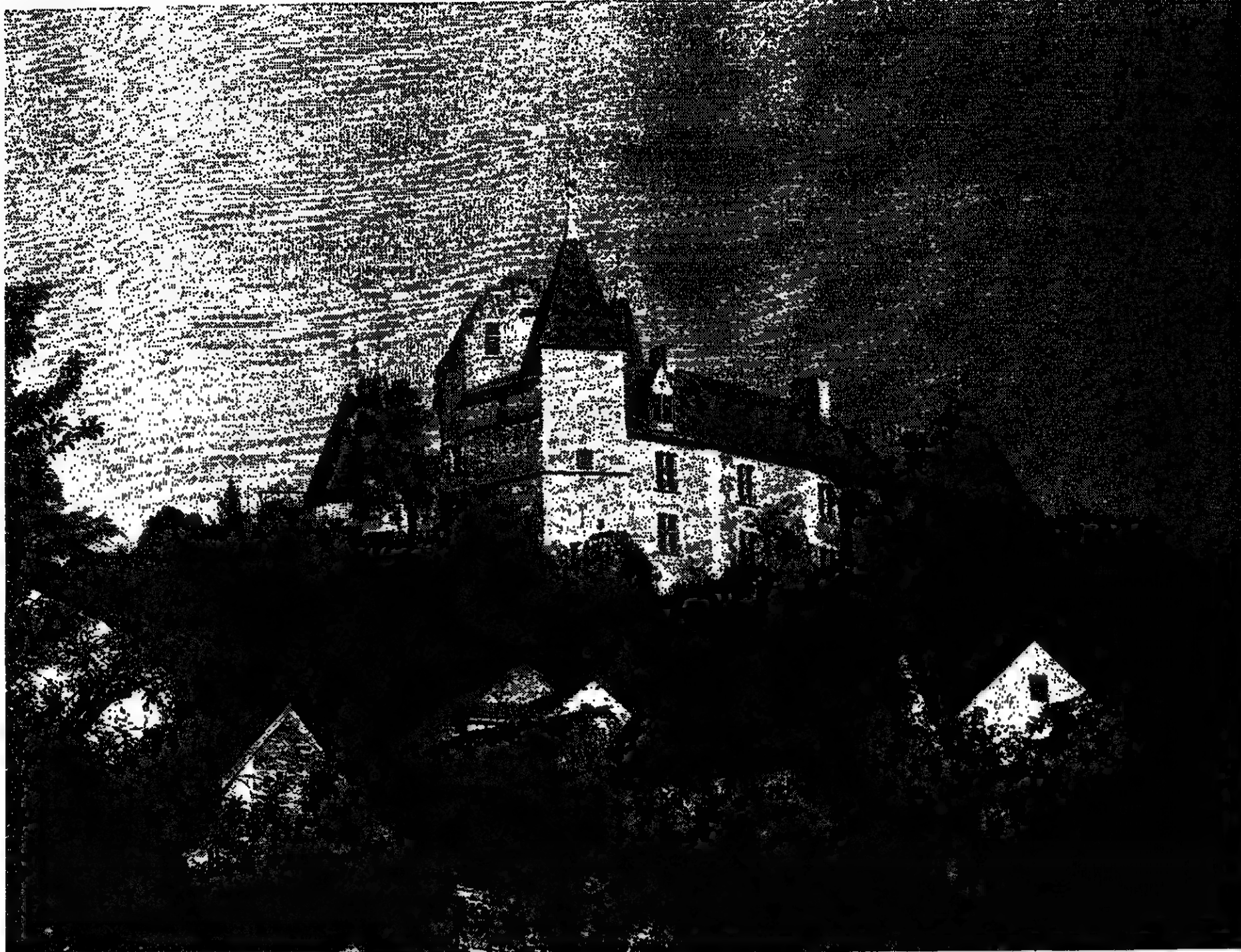
Here is the most beautiful part of France. You may keep the Dordogne and the villages of Provence. Keep, too, the Loire valley, with its herds of tourists. This region of Burgundy is what the world was truly like when it resembled a medieval illuminated manuscript.

Consider first all those entrancing motorway signs. Not "Beaune 52, Lyon 216" but those chestnut-and-white tourist information signs saying, sometimes with illustration, "Vézelay, colline éternelle," or "Paysage Avallonnais," or "Oiseaux migrateurs," or "Buses, rapaces, utiles." This last refers not to local transport facilities but to the heraldic-looking buzzards that wheel rapaciously overhead.

Above all, there are cows and castles. The cows are white, the castles grey to pinkish-brown. The cows are more beautiful than any others in Europe, large dozy sirens with long eyelashes, quizzical muzzles and gleaming elabaster hides. Their fastidious choice of a standing or recumbent position is known to predict the weather better than any other of their kind east of Dover.

And the castles, unlike the set-syllabus ones on the Loire, are charmingly battered grandees with missing towers or sinking keeps. They seem to be growing back into landscape, repossessed by Nature. Once they were watering holes for the famed Ducs de Bourgogne, a dynastic foursome that saw Burgundy to the height of its power between 1384 and 1477. Now, scattered widely around a line between Auxerre and Beaune, the castles testify to the ivy-threatened ephemeral of power.

Rather than list them all, let me try you out on the poetry of their names – Ancy-le-Franc, Le Chastelay, Couches, Châteauneuf-en-Auxois – and home in on two favourites. Bussy-Rabutin, near Flavigny, north-west of Dijon, is a dinky-toy version of Chantilly. Four cream-coloured towers surround an



Scattered widely around a line between Auxerre and Beaune, the area's castles testify to the ivy-threatened ephemeral of power

originally medieval house, the facade of which was revamped in the 17th century by Roger de Rabutin.

Roger, a colourful fellow, was exiled there by Louis XIV after contributing some scurrilous lyrics about the king's love life to an orgy that he, Roger, attended. Once so sequestered, Roger wrote the salacious *Amorous History of the Gauls*, available from the château book-

shop, and had the walls painted with allegorical tableaux.

My other favourite among Burgundian châteaux is Commarin, north of Beaune. Lost somewhere in time and an overgrown French village, it could be auditioning as a location for *Le Grand Meaulme*. "Through two 18th century gates one penetrates into the Court of Honour" (I translate from Henriette de Ganay's useful *Les Routes des*

a flailing red-eyed monster of no known sex).

There is another modest centre of magic in Burgundy and one that nourishes both cows and castle-

Ducs de Bourgogne, price FF18). The castle, never sold, has been lived in by the same family since the 14th century. And the 16th century tapestries are dazzling: flaming globes, marmalades, lions in every known heraldic position, and scrolls with teasingly obscure legends (*Tant le desir, Agre et doud*).

There is another modest centre of magic in Burgundy and one that nourishes both cows and castle-

dweller – the source of the Seine. Tucked away near the village of St Germain, this little-ignited enclosure of tree and field and water belongs to the city of Paris. Paris is possessive about its noble river, however humbly it gushes forth from beneath a nude stone Nereid presiding over a fake grotto in this undersea tourist site.

In truth, there are several other sources if you go walkabout in the

region. But this was deemed the principal one by Napoleon III who erected a plaque to the grotto's left. In the harsh sunlight one can barely read the incised legend, so why not turn to the more helpful English-language guidebook. "Water courses uncompromising out cavern," it says, "beginning its mighty arch through a land of forest to the grand burg."

The grandest burg around here is Dijon, closely followed by Beaune. This brings us to the subject of cooking. I have tried to put a tactful distance between my last mention of Burgundian cows and my next topic, which is *boeuf à la Bourgignonne*. As made in Burgundy, it is an indelible experience.

Using good meat marinated for about six years, the dish sends flavours rocketing around your mouth. Wine, onion, mustard, bacon, garlic, herbs – a hint of orange – and all this swilled down with a good bottle of St Emilion.

If you cannot bring yourself to eat the beautiful white cow of the Côte d'Or, the other Burgundy special is *lambon braisé à la crème* – succulent slices of ham covered with a brandy and cream sauce and garnished with... but that is enough. I am sitting in a London flat and Burgundy is too far away.

There are few, if any, bad restaurants in this region. But my happiest eating experiences have been in a little town called Arny-le-Duc, where Chez Camille gets resorted by Michelin and other cheaper dining-rooms are barely less good. As for accommodation, its proximity to the motorway and its modest prices make the Val Vert at Pouilly-en-Auxois a good bargain (beware of the ants in Room 21). Dijon and Beaune are full of good middle-price hostels, many taken over by the voracious Mercure and Altea chains.

There is one more thing worth saying about Burgundy. You should not go simply to the places you are told to go to. Motoring aimlessly around country lanes, one finds more delights than in all the guidebooks. At Clomot, near Pouilly, there is a gorgeous view of a private château with a long lilac-topped wall and a white horse grazing in a stream below. At Pouilly itself there is a magically overgrown railway station, last in active service when Claude Louch directed Jean-Louis Trintignant in some French film whose shooting I stumbled on six years ago.

And at almost every turning in every road there is a view of lush green hillsides studded with white-thatched white cows. The sight makes one swear off beef for life. Or at least until dinner-time, whichever comes sooner.

HOLLINGTON HOUSE
... a fine hotel near Newbury Berkshire ...
"A Second Honeymoon"
Large spa-baths, copious supplies of foam, huge double beds, cuddly duvets, and breakfast in bed might just be the tonic you need. A stroll through 14 acres of woodland gardens, dip into the pool or perhaps a game of tennis followed by a delicious candle-lit dinner from just £175 per person for any 2 nights. One hour west of London, take junction 13 of the M4. Phone for details today or tick the coupon. Tel: 0635 255100

ST. BRIDES HOTEL
Saundersfoot Dyfed SA69 9NH
AA *** RAC ***
A lovely hotel on the Pembrokeshire coast in an unspoilt corner of West Wales. Dramatic views. Heated Pool. Locally caught fish and seafood. "THE UNWINDER"... 3 relaxing days by the sea... from £130. "THE CRUISER"... 5 days to explore... and to be spoiled... from £220.
For colour brochure, please write or phone 0834 812304

Essential Hotels
If you would like to receive further information on any of the Hotels appearing in this guide, please complete the coupon at the bottom of this page.
FOR DETAILS OF ADVERTISING IN THE ESSENTIAL HOTELS GUIDE, PLEASE TELEPHONE HELEN MAYOR 071 975 3555

IRISH RIDEAWAY
IN CORNBARRA
21 YEARS IMPROVING AN OASIS WITH
Our own tiny beach, bikes, woods, meadows, turf fires, tennis, horse riding, bowls, bird watching, large gardens. Excellent food and comfort. Nearest Golf and Fishing - We cook what you catch! Only 5 hours from London. Fly to Galway. Free brochure. CASHIEL HOUSE HOTEL AND RIDING STABLES. Cashiel Co. Galway. Tel: (010 151 52) 51041. Fax: 31077

Summer Lodge
Relax and be cosseted at our lovely Georgian house and gardens with swimming pool and tennis courts in an idyllic and unspoilt corner of England truly 'Far From The Madding Crowd'.
GOOD HOTEL GUIDE - César Award 1985
EGON RONAY - West Country Cellar of the Year 1992
GOOD FOOD GUIDE - County Restaurant of the Year 1992
Summer Lodge warmly accepts the American Express Card. Evershot, Dorset DT2 0JR
Telephone Evershot (0935) 83424 Facsimile (0935) 83005

ELIZABETH HOTEL & APARTMENTS
37 ECCLESTON SQUARE, VICTORIA, LONDON SW1V 1PB. Tel: 071-828 6812
Bathrooms, towels, private hotel in ideal central, quiet location overlooking magnificent gardens in a quiet residential square, close to Belgrave.
Comfortable Singles from £31.00
Double/Twin from £51.00 and 1 study Room from £93.00 including full ENGLISH BREAKFAST & VAT.
Also luxury 2 bedrooms & studio apartments (min. let 1 month)
COLOUR BROCHURE AVAILABLE Egon Ronay/RAC Recommended

Alverton Manor
TRURO
Enjoy the Splendour of a Bygone Age, the warmth of Welcomes and a Memory to Treasure at Cornwall's Premier Country House Hotel set in 6 acres of gardens a short walk from the Cathedral City of Truro
- STOP PRESS -
SUMMER BREAKS
2 Nights Dinner, Bed & Breakfast £98 per person. 7 Nights £243 per person
AUTUMN BREAKS: FROM 1ST OCTOBER
2 Nights Dinner, Bed & Breakfast £90 per person. 7 Nights £215 per person
FOR RESERVATIONS TELEPHONE: 0872 76633

VISITING LONDON FOR business or pleasure?
ENJOY
• OUR LOCATION. In central London next to Hyde Park. Two blocks from Queensway / Bayswater station.
• OUR FACILITIES. 60 ensuite rooms, bar, coffee shop, room service, successful business services.
• OUR PRICES... single £40.00 double/twin £60.00 inclusive of English breakfast and tax
TICKETS FOR ALL EVENTS ARRANGED
ANNA HOTEL
74 Queensborough Terrace London W2 3BH
Tel: 071-221 4444 Fax: 071 792 9656

EGON RONAY AA** RAC**
THE Celtic Manor HOTEL
LUXURY BREAKS
Vibrant Manor House
Set in 300 acres of hillside woodland. Ideally located for exploring the beautiful Gwent Countryside.
With Cuisine Prepared by Trevor Jones, Welsh Chef of the Year
Indoor Pool & Leisure Facilities
£45.00 per person per night
Dinner, Bed and Breakfast.
(Fri, Sat or Sun)
The Celtic Manor Hotel • Coldra Woods • Newport • Gwent • NP23 2YA
TEL: 0633 412400

LONDON ELIZABETH HOTEL
A fine Central London Hotel with a superb location overlooking Hyde Park. Ideally situated for easy access to the City and West End.
• Private Car Park.
• All rooms with direct dial phone, colour TV.
• Excellent Restaurant and Bar.
• Lift to all floors.
• Corporate Rates Available
Lancaster Terrace, Hyde Park, London W2 3PF
Tel: 071-402 6641 Fax: 071-224 8900

ESSENTIAL HOTELS BROCHURE GUIDE ORDER FORM
Please tick the appropriate boxes for the brochures you would like to receive, enter your own name and address and then send or fax this coupon to the address above. Replies must be received no later than 27th August 1992.

1.	<input type="checkbox"/>	Hollington House
2.	<input type="checkbox"/>	St Brides Hotel
3.	<input type="checkbox"/>	Cashiel House Hotel
4.	<input type="checkbox"/>	Summer Lodge
5.	<input type="checkbox"/>	Elizabeth Hotel
6.	<input type="checkbox"/>	Alverton Manor
7.	<input type="checkbox"/>	Poyers Hotel
8.	<input type="checkbox"/>	The Tower
9.	<input type="checkbox"/>	Widworthy Court
10.	<input type="checkbox"/>	Easton Court Hotel
11.	<input type="checkbox"/>	Anna Hotel
12.	<input type="checkbox"/>	The Celtic Manor
13.	<input type="checkbox"/>	London Elizabeth Hotel
14.	<input type="checkbox"/>	The Montagu Arms
15.	<input type="checkbox"/>	The Duke of Richmond Hotel
16.	<input type="checkbox"/>	East Cliff Court Hotel
17.	<input type="checkbox"/>	The Blakeney Hotel

TITLE..... INITIAL.....
SURNAME..... ADDRESS.....
POSTCODE.....
DAYTIME TELEPHONE.....
Weekend FT Brochure Service (Ref) 1362, Capacity House, 2-6 Railway Street, London SE1 4UD Fax No. 071 357 6065
*Address supplied by traders in response to this guide will be retained by the Financial Times, which is registered under the Data Protection Act 1984

THE NEW FOREST HAMPSHIRE
The Montagu Arms Hotel
• Four Poster Beds
• Cosy Lounges
• Gourmet Cuisine
• Fine Wines
• Complimentary Membership to nearby exclusive Health Club
• Ideal for visiting National Motor Museum, Exbury Gardens, Broadlands
• SPECIAL BREAKS FROM £50.00 PER PERSON
Telephone: Beaulieu (0590) 612324

The Duke of Richmond Hotel
Guernsey's first four-star hotel continues to offer the reliability and experience for which it is renowned. Between two parks and overlooking picturesque St. Peter Port. The Duke of Richmond Hotel is exceptionally conveniently placed at 10 minutes walking distance of the marina and just across Cambridge Park stands Beau Sejour Leisure and Sports complex. Please write for tariff and brochure.
Telephone 0681 726221
CAMBRIDGE PARK, ST PETER PORT, GUERNSEY, CHANNEL ISLANDS

EAST CLIFF COURT HOTEL
RAC *** (HC AWARD) AA ***
ETB

ENJOY A SIZZLING BREAK IN OUR ELEGANT HOTEL
SPECIAL 10th BIRTHDAY AUGUST, SEPTEMBER, OCTOBER (1991-92)
Spectacular panoramic sea views, close to town. Complimentary exceptional interior contact, 70 capably furnished rooms (70% sea views), superb cuisine (Egon Ronay recommended), ideal for a birthday, relaxing break. Outdoor hot pool, gym, solarium, games rm. 6 nights free entertainment, Saturday dinner, dance. Car park. Phone/wire: Col. brochure/press prog.
EAST OVERCUFF DRIVE • BURNHAMOUTH TEL: 0202 554545

THE BLAKENEY HOTEL
A/RAC ***** ETB *****
Blakeney, Nr. Holt, Norfolk, NR25 7NE
Traditional privately owned friendly hotel overlooking National Trust Harbour.
Heated outdoor pool, spa bath, sauna, mini gym, golf fresh food. Visit to ruins, walk, birdwatch, golf, play golf, and view historic places including Snettisham, the Norfolk villages, countryside and coast.
Midweek and weekend breaks.
SPECIAL FOUR DAY HOLIDAYS
Telephone 0263 740797 for a brochure

FOOD AND DRINK

A French defence against the world

Edmund Penning-Rowell on the low-cost country wines of France

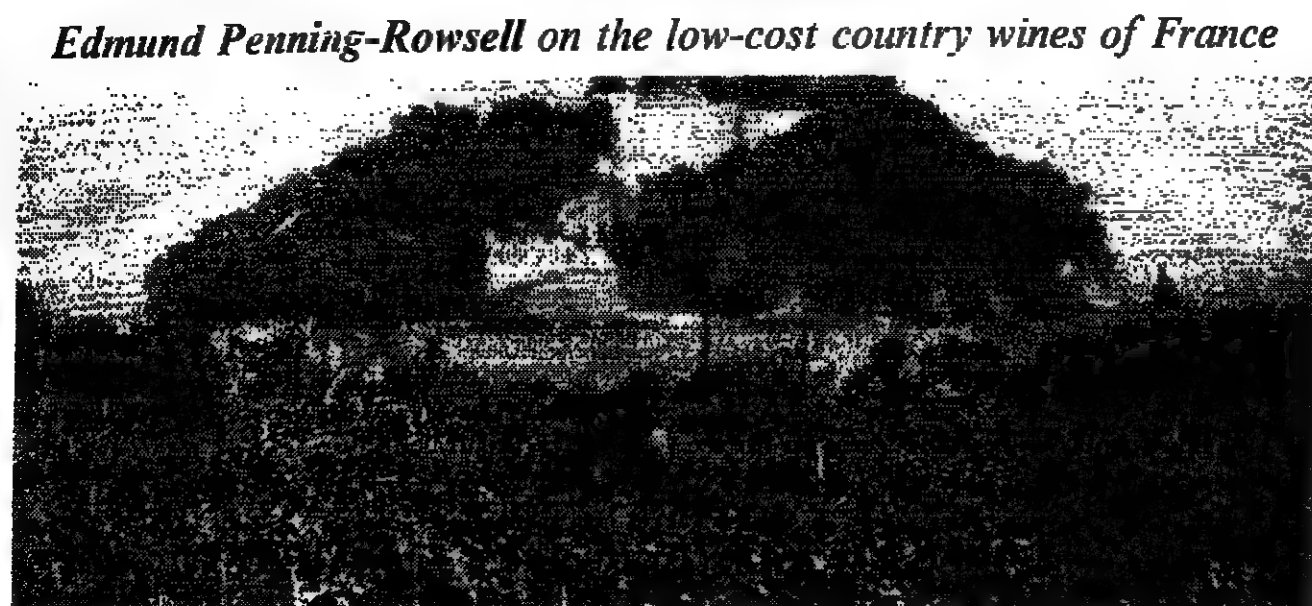
THE MOST imaginative innovation of the French wine authorities in the past 20 years was the initiation in 1973 of the category of Vin de Pays - French country wines.

After the reform of superior vineyard areas started in 1935, with the Appellation d'Origine Contrôlée system (AOC), backed by the moderately successful Vin Délimité de Qualité Supérieure (VDQS) classification in 1951, the industry was left with an enormous wine lake.

It exceeded half the country's annual production and used to be called Vin de Consommation Courante, but now bears the EC title Vin de Table. This was subject to almost no control beyond a minimum alcoholic strength of 9°.

The majority of Vin de Table came from the Midi, presenting a problem as much social and political as viticultural. To interpose a further control system that did not insist on specific grapes local to a particular district, and over-restrictive maximum yields on vines bound to sell at low prices presented some difficulty.

But, after an enabling decree in 1968, production started in 1973 under specified rules, followed in 1979 with detailed production practices and minimum analysis standards.



Provence: a big percentage of vin de pays is produced here

A Vin de Pays is a table wine with a geographical origin. The grapes for each must come from a recommended list in its department, the yields must not exceed 90 hl per ha, and so for a few zonal or regional ones. The minimum strength is 9° but 10° in the Mediterranean regions.

Yields must be declared and the relevant denomination - as there is often a choice between zonal, departmental

and local. Chemical analysis must accompany the request for registration, including such items as alcoholic strength, total acidity and sulphur dioxide content. This is followed by a tasting by a panel including growers, merchants, and oenologists.

There are four regional denominations, 39 departmental and 96 local ones. The names on the labels have been chosen with promotional care.

Who could resist Vin de Pays du Jardin de France (Loire) or Vallée du Paradis (Aude)? And those who remember Alfonso Daudet's parish priest of Cucignan may well be encouraged to sample its Vins de Pays, its 7,000 cases of almost entirely red wine are largely made by the local co-op.

The greatest improvement in French wines today is taking place in the Midi, and 85 per cent of the Vins de Pays are

produced in Languedoc, Roussillon and Provence. This has given the peasant growers something to aim for and better, though still low, prices.

The figure is impressive. In the first authorised year of 1974, production amounted to 6.2m hl, but was over 11m last year - half the total French Vin de Table and more than 26 per cent of 1991's heavily reduced wine production. In the UK the Vins de Pays

were launched in 1979, with the equivalent of 78,000 cases sold that year. Last year, the total was 427,000 cases. Now they are to be found in every supermarket and on every wine merchant's list, many of which include special selections for them (although these often confusingly contain wines such as Bergerac or Cahors, which are Appellation contrôlée and not Vins de Pays). Vins de Pays generally cost between £3.50 and just under £5 a bottle and provide almost embarrassingly wide choice.

The most popular here is white Côtes de Gascogne, produced mainly from the Ugni Blanc and Colombard grapes grown for armagnac. Some 20 years ago, this was a very depressed area making otherwise very ordinary Vin Ordinaire. Now it produces about 1.5m cases, with Germany and the UK the biggest importers.

The Vins de Pays are France's low-price-wine defence against the New World. The Italians are preparing to launch a category lower than DOC - IGT (Indicazione Geografica Tipiche), which very much resembles the Vins de Pays system. While French wine exports have been generally falling, those of the Vins de Pays are at least stable and may be still increasing.

Through an apéritif glass, darkly

Giles MacDonogh considers a few pre-prandial stimulants

BRITONS do not have much truck with apéritifs; they offer their guests "a drink" but this rarely has any relevance to the fact that everyone is about to eat. White wine probably is the most popular; if you are lucky, you get champagne. In old-fashioned houses, it is sherry, whisky or gin.

Apéritifs, however, are not to be despised. They serve a real purpose: setting the gastric juices in motion and literally "opening up" appetites for dinner. As such, they deserve a deal more thought.

As I learn from André Domini's useful book *Die Kunst des Apéritif* (Weingarten 1989) - which, being written in German, is unlikely to reach the wide audience it deserves - apéritifs came into being at the close of the 16th century when, because of the upheaval caused by the French revolution, restaurants were beginning to achieve importance.

Significantly enough it was the "Father of the Table" Grimod de La Reynière who was the first to advocate *le coup d'avant* to excite the appetite before a meal. Grimod also called for a *coup de milieu*: a glass of spirits used to reactivate the appetite in the middle of a lengthy dinner or banquet. This idea survives as the *rou normand* - a glass of calvados being brought to you before the main course.

The first apéritifs were absinthe and vermouth of various sorts. Absinthe was finally banned on health grounds in 1915. In the next two decades the market was flooded with less lethal imitations such as Pernod and Ricard. It was Ricard which created the Provençal myth around pastis by its advertising which focussed on blue seas and southern landscapes. Ricard drinking in Marseille - or anywhere else - is no older than the creation of the company: 1932.

Most of the flavoured wines we call vermouth were created in the second half of the 19th century. Campari was founded in 1867, but opened its first factory only in 1892. Lillet, the apéritif wine known to all who visit Bordeaux, was created in 1887; Byrrh in 1890. Some like Picon were flavoured with chincona bark or quinine and were thought to be useful in combatting malaria in the French African colonies. Picon was the French colonial version of the British g and t.

A glass of pastis with water

and ice still seems to me to be a perfect summer apéritif, preferably accompanied by a bowl of green olives. Pastis is particularly kind to the stomach, and, unlike a more alcoholic apéritif, negronis spring to mind, does not have that heaviness which ends up by killing your appetite. Younger people in France do quite disgusting things to pastis mixing it with Grenadine or peppermint cordial. This is not to be recommended if you are about to sit down to lunch.

Once in a blue moon I quite enjoy a gin. Both Gordon's and Tanqueray I find too overtly flavoured with juniper, which gives them an almost sickly smell. Better are Beefeater or Bombay which have more complexity of aroma. The best gin and tonics I ever drank were made by a veteran of the Sudan Political Service who kept everything (even the glass) in the fridge. He insisted on using oranges rather than lemons because they went better with the tonic water.

An American-style dry martini would kill your appetite in the majority of cases, but gin can be combined with vermouth in less powerful doses. I recall an old headmaster offering me a vermouth in his holiday home in Provence. He filled a tumbler three quarters full then from under the table brought out a gin bottle and topped it up. "I thought you were offering me vermouth," I quibbled. "Without the gin it is undrinkable," he replied.

In certain senior common rooms gin and French is still the favoured drink prior to High Table. People used to drink "gin and it" - gin with red, or Italian, vermouth; or even gin and mixed - a combination of red and white. It has been a long time since I have seen one of these.

Bitter drinks such as Campari tend to be effective when it comes to stimulating appetite. In France the equivalent of the "Camp sod" (as a friend used to call his Campari and soda) is often a gentian-based apéritif such as Suze. This is not for the faint-hearted: for many it is like taking a swig from a scotch bottle.

One apéritif I rediscovered only the other day was a mint julep, made by steeping Bourbon whiskey (sic) mint and sugar for ten minutes; adding more whiskey and crushed ice, then stirring. Best Boursbons are Maker's Mark, Wild Turkey and George Dickel.



The priest and his busy nights with Carmen

Steve Sansino on a restaurateur with a mission

CARMEN has opened in Seville. Not the opera, although this may feature in Spanish celebrations this year, but a restaurant. It is the latest in the empire of Luis Lezama, a businessman with an unusual mission: to provide work for reformed juvenile delinquents.

This seems an unusual occupation for an astute restaurateur. But Lezama is also a priest and if he sees any contradiction in his calling and running a highly profitable chain of restaurants he does not show it.

"I am using the hotel trade to bring people new knowledge of themselves," he says with great satisfaction. He cites the fact that many of the former "petty thieves" he calls them his brothers now - are in demand worldwide, to teach and train others in the Spanish cooking styles they have made their own. His staff are exchanged with Hungarians, with Czechs from Prague and even with Japanese.

When not in Seville, managing the opening of Carmen, Father Lezama can be found at the headquarters of his restaurant chain, the Café de Oriente in Madrid. Upstairs at this popular cafe-bar, across the square from the Royal Palace, tourists and the Madrilenos, chat openly, sipping cocktails or the numerous Mexican beers. But downstairs is more discreet. King Juan Carlos is a regular guest in the Comedor del Rey, the King's Room.

The Comedor, once the 18th century cellar of a medieval convent, is panelled off from the restaurant's 20 or so other diners by a trellis wall, inches thick, lined with blood-red velvet. Baysdroppers, intentional or not, are foiled by music from the discreet but powerful loudspeaker outside the only entrance to the salon.

Beneath the high arches of the brick-walled King's Room, the guests usually remain anonymous. The *maitre d'* declines to tell diners whether it is the king who lunches or whether the guests are high-ranking politicians or judges. Whoever they are, the diners are treated to Michelin-star service by Lezama's award-winning restaurant brigade.

Across the salon table, Lezama does not look like a man who has taken holy orders. His suits are well cut, his glasses expensive. He does not sound like a priest, either. His talk is of profits, of expanding his restaurant group and of fine foods. But, in the early 1960s, he set himself to work with young troublemakers in the village of Chinchón and then in the suburbs of Madrid.

In 1974, with the permission of the church, he negotiated a loan from a local bank and bought a small restaurant-bar, Taberna del Alabardero, which he staffed with former offenders. Profit paid the wages and the remainder was reinvested in the restaurant.



Father Lezama: a priest who studies the profit and loss line

What started as a simple idea, to create work for young offenders, has become an empire embracing high quality service in the restaurant and hotel business.

What Lezama calls his foundation today employs 370 people and has its own board of directors. On the board sit many of the founder members of the first Taberna del Alabardero, including Francisco "Paco" Moreno. "Paco, my Paco," says Lezama proudly, pointing to the man serving the meal, "is now *maitre d'* at the Café de Oriente."

Paco deferentially ignores Lezama, and continues to present the meal, announcing it as wild duck in a fine, crisp, puff pastry. Lezama in turn explains how the pastry normally takes four to five hours to prepare in an oakwood oven. However, he boasts, the head chef, Santos Garcia Munoz, a long-serving member of "the family," can do it in three.

Without anyone noticing, the table has been cleared, the cutlery changed by the deft Paco, and the next course arrives: *salmorreta*, young salmon. The dish is decorated with a fan of thinly sliced, courgettes on a spicy pimiento sauce. To accompany the meal he offers tender, warm, onion bread.

Though Lezama does not take the fish course, he is for a moment distracted by the succulent salmon. "Madrid is the finest port in Spain, although far from the sea. We buy the finest fish here for all our Madrid restaurants."

It is the emphasis on excellence at the Café de Oriente that has earned it a Michelin star, and enables it to charge prices ranging from £50-£60 a head. "We expect mainly the business visitor," says Lezama, as if to apologise for the price. Upstairs at the cafe-bar, prices are also high, usually £35-£45 a head.

In spite of the high prices business is good, reports Lezama. The foundation's total turnover is about £2.75m (£150,000), with a profit margin of 9-10 per cent a year after tax. Although the bulk of profits are reinvested in the foundation, he explains, all the managers have shares in the business, which helps to explain their long-term interest.

It would be possible to improve the turnover and the profit of the restaurants still further, he says, but the company would lose any increase in taxes. "We prefer to invest the money in the restaurants and create new jobs."

To prove his point Lezama explains that his empire is still expanding. Now Carmen is open and, for the first time, hotel rooms have been added to the foundation's assets, at the Taberna del Alabardero restaurant, also in Seville.

With only ten suites, the five-star hotel was intended to be priced from £200-£250 per person, per night, depending on the season. However current rates range from about £140 per night night. Whether Lezama's pricing strategy will attract the business he seeks, and whether his newest restaurant is a success, remain to be seen. But he hopes this latest production of Carmen will have a happy ending.

Cookery/Philippa Davenport

Making the best of beetroot

the sculptural beauty of pine-apple which is sold ready-peeled, cored and stamped into unenticing rings. Next? Probably ready-peeled-and-pipped grapes, marketed as "the ultimate gift for the sick."

In the face of all this hideous trimming, I am defiant. I buy vegetables in bunches: whenever I can. There is something reassuring about their airy exuberance. The billowing leaves and whiskery rootlets fighting to escape the wasp-waist rubber bands that hold the stalks in check are a happy reminder that real food still exists. Vegetables should be bursting with life when they reach the cook.

In Mediterranean markets, leeks and milky-fresh garlic often are displayed with their

long flowing leaves intact. Tomatoes may be sold in long tresses on the stalk. Herbs are tied in sweet-scented nosegays. Ruby and white ribbed chards are offered in colourful bunches. So, too, are tiny green and violet artichokes, as pretty as bouquets of flowers.

In Britain, peppery watercress and radishes traditionally are bunched. So are baby turnips and young carrots so delighted the Sturges that these royals pined great green sweeps of it to their hats. Then there are bunches of summer beetroot, a welcome sight in the shops just now and stars of my recipe this week.

The aromatic sharpness of blackcurrant and the earthy sweetness of beetroot team



well, a glowing partnership that is particularly good with rich meats such as duck.

BEETROOT AND BLACKCURRANT SALAD WITH DUCK
To serve 4-6 people, allow 1 x 5-6 lb boneless duck breast portion per person. Fry them gently in a heavy-based pan,

cooking them skin side down for most of the time to avoid toughening the meat and to render most of the fat. Pour off the fat as it runs from them.

Let the cooked duck rest and cool completely. Carve into thin slices for serving and spread the cold jellied pan juices on lightly-toasted ciabatta to eat with the meat.

The beetroot, like the duck, should be prepared several hours or a day ahead. Strip the leaves off 1/2 lb of them, taking care to cut well above the bulbous roots or they will "bleed" profusely and lose colour in cooking.

Do not trim the whiskery rootlets. Save the leaves to use for another dish: chop them, stew in butter and use for stuffing pork or an omelette.

Wash the roots gently and cook them in boiling water with a slice or two of lemon for an hour or so until the skins feel loose (or bake them for twice as long in a low oven). Cool completely (in the cooking liquid if boiled).

Strip 1/2 lb blackcurrants into a pan. Add 3-4 tablespoons water and 2 tablespoons sugar, or more to taste. Cover and cook until the fruit is warm and tender and the juices begin to flow.

Keep the flame low and shake the pan occasionally to encourage even cooking. Fierce heat and/or stirring risks overcooking and breaking up the fruit.

Let the cooked fruit cool a little while you skin and dice the beetroot. Grind plenty of black pepper over them, then pour on the contents of the blackcurrant pan. Mix gently, adding a splash of the beetroot cooking water to thin the sauce if liked, and strewn with a little chopped tarragon, dill or mint.

Appetisers

THE West Country Tourist Board has published a 16-page booklet, *The Trencherman's West Country*, listing the area's top 25 restaurants and hotels, starting at the Seaford Restaurant, Padstow, Cornwall. Available free from the West Country Tourist Board, Tel: 0392-76351, fax: 0392-120891.

□□□ L'Arlequin, the one-star Michelin restaurant owned by Christian and Genevieve Deltail in Queenstown Road, London, SW8 (tel: 071-822-0555) celebrated its 10th birthday last month.

The special lunch and dinner menus and prices which it introduced as part of its birthday celebrations have now been converted into

permanent fixtures. As well as a three-course lunch menu at £20.50 there will be a £29 set dinner menu. Open Mon-Fri, noon-3pm. Closed August 7-31.

□□□ Cookery writers Sophie Grigson and Janet Laurence will again run two four-day cookery courses for aspiring young chefs, aged 11-18, this summer, from August 24-28 and August 29 to September 3. Held at a country school in Sussex, places are limited to 20 students with five adults in charge. Cost is £285 including board and lodging. Contact: Young Cooks of Britain, 2 Terminus Road, Chichester, West Sussex PO19 2DR. Tel: 0243-779239.

On November 21st

The Weekend FT

proposes to publish an in-depth report on the

LUXURY GOODS MARKET

This will examine the whole industry in detail, from fashion and cosmetics to watches, pens and accessories.

Above all, the Report will consider the future of the luxury goods market in the 1990's and what strategies the major brands should be looking at for the years ahead.

To advertise in this report or for further details, please contact:-

Julia Carrick 071-873 4664
or Genevieve Marengi 071-873 3185

CHARLES TYRWHITT

Stylish of fine shirts

Five-fold cotton poplin

A SPORTING OFFER

Send for our free catalogue and we will send you a pair of brass collar stiffeners. Absolutely free and without obligation

Removable brass collar stiffeners - exclusive to Charles Tyrwhitt, keep your collar smart and straight all the time

Two-piece collar and split yoke for a correct but comfortable fit.

Generous cut for day-long comfort and lifelong wear.

Wale ribbing of plain and striped fabric.

Chorus of twin-button single cuffs or double cuffs for use with cufflinks.

Long tails designed to stay inside your trousers.

100% pure, two-fold cotton poplin - the traditional shirtmaker's choice.

BUY FOUR SHIRTS, GET A FIFTH ONE FREE

Two-fold cotton poplin shirts from £29.20

CHARLES TYRWHITT SHIRTS

Freeport, Saddlers Court, Camberley, Surrey GU17 7BR

Telephone 0252 860910 Fax 0252 861677

Please send my free catalogue and brass collar stiffeners:

Mr/Ms/Ms/Ms/Ms

Address

Charles Tyrwhitt, Freeport, Saddlers Court, Camberley, Surrey GU17 7BR

VEGETARIAN

GOURMET WEND

In the Cotswolds 7-5 August

A Vegetarian's dream come true!

Vegetarian 'Fudding Club' cookery demonstration. Visit to Herb & Organic gardens. 4 course Gourmet

Vegetarian Dinner £125 pp.

THREE WAYS HOTEL, MICKLETON, GLOS.

Tel: 01284 646429

PERSPECTIVES AND MOTORING

Tales from the earth / Gerald Cadogan

Diggers locate secrets of Xerxes' lost canal

XERXES was the king of ancient Persia who took the long road to Greece in 480 BC to punish the Greeks for supporting rebels and, when he got there, lost the battles of Salamis and Plataea.

Rather more recently, there have been full houses for a superlative production of Handel's opera *Xerxes* at the London Coliseum.

Played poignantly as an arrogant and capricious despot, we find him infatuated with a tree as the curtain goes up. Then he has the mad idea of linking Asia and Europe by a bridge over the Hellespont (Dardanelles), but a storm puts paid to this idea of *folie de grandeur*. Nor does he get the girl he fancies. It is an old story of futile pride. But a state-of-the-art archaeological project in Greece this past autumn shows it is not just a story. Xerxes really was a man who did things on the grand scale. Subsoil radar has found the great canal he dug across Mt Athos to bring his navy down safely to southern Greece.

Long buried and forgotten, Dr R.J. Isaac and an Anglo-Greek team of scientists have located it again with the radar, which looks into the ground from a sledge. It emits radio waves, like conventional radar, and measures those that bounce back when they hit an interruption — a hard task, as all there is to detect underground is the change between the fill and the sides of Xerxes's canal.

The lack of buried structures stretched the new technique to its limits. But it found the line in 3-D beneath 7-8 metres of hillside, and has plotted it for 2,300 metres without the expense of digging. Its length is exactly what the Greek historian Herodotus gives: 12 stades (or furlongs).

Handel's picture follows Herodotus, who paints Xerxes as a wayward tyrant with whom brave little Greece battled (and beat) despite overwhelming odds. But even Greeks thought his monuments in Persia stag-

gering. If you go to Iran, do not miss the palaces of Xerxes and his father, Darius, at Persepolis. Huge columned halls stand on a great podium. The sculptures show 28 subject nations from the Ionians (the Greeks on the Aegean coast of Turkey) in the West to the Indians in the East carrying tribute in procession to the king.

When Darius died in 486 BC, Xerxes inherited Persepolis and problems in the empire. The Ionians had revolted in 499 and Athens supported them. Darius went to punish them but lost the battle of Marathon in 490. He had to be avenged.

Preparations for Xerxes' Greek campaign of 480 were stupendous. The army was so vast that it could drink a river dry, Herodotus says, and

Its length is exactly what Herodotus said — 12 furlongs

Xerxes numbered it by coralling 10,000 men into a tight pen, releasing them, and then marching the rest into the pen in turn. That gave a total of 1.7m troops, an exaggeration probably by nine or 10 times. Even so, it was a huge number.

The Hellespont is a mile wide and flows fast as the Black Sea joins the Aegean. Although nothing survives, and Byron did not bump into any bits when he swam across, the bridge was a superb idea.

But Xerxes could not control the weather (Handel gives full vent to the storm) and the first bridge broke. He was so angry that he ordered his men to give the Hellespont 300 strokes of the lash, saying: "O bitter water, your master lays this punishment on you as you have wronged him though he has never done you wrong." The engineers were executed. The new ones tied two lines of ships together, stretched cables between them, and laid a road

on top. Xerxes set on a marble throne to watch the army cross. It took two days.

The Athos peninsula was the next obstacle. Earlier, the Persians had lost ships sailing round it. So, Xerxes ordered the canal through its narrow isthmus and put men to dig it under the lash, in the style of the river Kwai railway. The Greeks thought the scheme odd, as they were used to island-hopping across the Aegean. But the Persians liked to keep their land and sea armies in touch in alien territories, for security and flexibility.

Although Herodotus described this marvel of ancient engineering in detail, there was no archaeological exploration until laser came. "Up to now, the search has been better than my wildest dreams," he says, certain that there is a big ditch underneath and not a haulage-way for ships as at ancient Corinth. Eventually, he hopes to dig trenches to see how it was constructed, but with the accumulated debris and soft ground there is a risk the sides may cave in. He might, however, be able to solve his final problem: who were the surveyors? Greeks coerced to work for the king? If he finds that the canal's dimensions fit Greek measuring systems, the likely answer is "yes".

After Athos, Xerxes marched on down Greece, forced his way at Thermopylae (where 300 brave Spartans resisted to the last man) and destroyed the temples on the Athens Acropolis and in the country around, while the Greeks prepared to hold the isthmus of Corinth. But he lost his navy at Salamis, and the army lost at Plataea the following year. Greece triumphed. In 464, Xerxes was murdered in a palace intrigue.

If Herodotus came back today, he would be delighted that his account of the canal stands up so well to modern science — and that Handel saw Xerxes the same way he did.

IN BRITAIN, estate cars always have had overtones of broad acres, laboratories and well-cut tweeds. Even today, older motorists still call them shooting brakes.

It was not like that on the continent where the estate was reckoned to be a trade vehicle, halfway between a car and a van. (Curiously, the French, who have always made some of the best estate cars, still speak of them as "breaks". No, I don't know why they spell it that way, either.)

The first German maker to acknowledge that up-market buyers might want a nicely-furnished estate car for carrying such things as saddles, not sacks of cement, was Mercedes-Benz. For some years, its 200-300T range of estates has been an industry benchmark. Audi (first with the slant-tailed 100/200 Avant, then the new 100 estate) and BMW (3-series and 5-series Touring) got in on the act.

Now comes a new, more compact, dual-purpose Audi developed from the 80 saloon. On mainland Europe, it will be called the 80 Avant; in Britain — where it will not be available until early 1993 — it will simply be the 80 estate.

A seven-model range goes on sale in Germany in October. Three have four-cylinder engines (two-litre petrol developing 90 and 115 horsepower plus a 1.9-litre, 90-horsepower, direct-injection turbo-diesel). All are front-wheel driven.

There are front-wheel and four-wheel driven quattro versions of 80 Avants with five-cylinder, 133-horsepower or 150-horsepower, 2.6-litre V6 engines. Power steering and a five-speed manual gearbox are standard; automatic transmis-



Smart, sporty and compact. The new Audi 80 estate car — a rival for the BMW 3-Series Touring — is coming to Britain next year

Let's take a brake, dear

Stuart Marshall on the British fondness for estate cars

son will be optional only on two front-wheel driven models, a four-cylinder and a V6.

Like all Audis, the new 80 Avants have the Pro-Con Ten system that tightens front-seat belts and retracts the steering wheel in a crash severe enough to shift the engine backwards.

ABS brakes are fitted to all 80 Avant quattro models and on the front-wheel driven 2.6E, but are an optional extra on the others.

Prices and the UK market specifications are still being discussed. In Britain, though, Audi 100 estates are only £721

more than the equivalent saloons. If the Audi 80 estates were available now, an educated guess would price them from £14,500 for the entry two-litre model to more than £22,000 for the V6-engined quattro. That would make the least expensive 80 estate about £1,400 cheaper than a BMW 318i Touring, which Audi clearly has in its sights.

In Germany earlier this month, I sampled three of the new estates: a V6, the turbo-diesel and a five-cylinder quattro. The V6 was particularly refined and still very quiet at

an indicated 130 mph (209 kmh) even though its low overall gearing put the rev. counter needle at close to 6,000.

The higher-g geared turbo-diesel was almost as tranquil cruising at 100 mph (161 kmh) on the autobahn although, naturally, it felt far less urgent. Buyers may find some compensation in its claimed average 62.3 mpg (6.4 l/100 km) fuel consumption.

On dry and generally smooth roads, the advantages of the 2.2-litre, five-cylinder quattro's expensive all-wheel drive transmission were not obvious

because the front-wheel driven cars gripped and handled so well.

It would, though, have been a different matter on the snowy mountain pass where I so nearly got stuck in a Renault Safrane some weeks ago.

The rear seat back-rest and cushion fold to make a flat, fully-carpeted load floor.

You have to remove the rear seat head-rests first. But — a thoughtful touch — Audi provides holes into which the head-rest supports can slot so they will not get lost or dirty on the floor.

For armchair motorists...

THREE new motoring books make a nice change from those of the "Complete history of the side-valve Ford V8" variety (does anyone ever read these bar the author?).

In *The Green Car Guide* (Merlin Press, £7.99), co-authors Paul Nieuwenhuis, Peter Cope and Janet Armstrong analyse minutely the environmental impact of the motor car.

This is not in the least boring because a mass of facts is presented clearly by a level-headed, apparently non-partisan trio.

Stuart Bladen's *Observers Cars*

(Frederick Warne, £4.99) is not an A to Z guide to everything car on the market but a summary of 181 vehicles cars he feels are worth writing about.

Two dozen of them have "the invaluable and often-appreciated asset" of a top speed of more than over 150 mph (245 kph) and three are rated at 200 mph (323 kph) plus.

Just what you need nowadays. Yet, an important newcomer like the Volvo 860 GLT is not mentioned.

Never mind: it is an entertaining if subjective little book.

If you like buying cheap petrol or

sometimes find yourself down to the last few litres late at night, *Easy Driver* (Seven Points Publications, PO Box 118, Chichester PO18 9LY, £3.99) should be in your car's glovebox.

It lists all supermarkets serving petrol, 24-hour filling stations, fast-fit and car hire outlets and hospitals with major accident and emergency departments. Also included are the best round-the-clock roadside and recovery companies and much else to interest a thrifty, independent motorist.

S.M.

MOTORS

COMPANY DIRECTOR'S CAR
B.M.W. 520i (SE)
METALLIC BLUE, FULL LEATHER
INTERIOR, ONE OWNER,
IMMACULATE CONDITION, 15,000
MILES ON THE CLOCK, SUN ROOF,
ELECTRIC WINDOWS, SUPERB
STEREO, FULLY ALARMED.
£17,500 O.V.N.O.
EVENING CONTACT MISS STARKY:
081 871 4609 or 0831 279155

TO SELL: MERCEDES 300 CE CARRIO at the best price, inside equipment can still be chosen. Delivery only of the best in South London. Write under number 196-010466, Publishers, CH-1951 90n

LONDON PROPERTY

this is KENSINGTON GREEN



- 1 - 3 BEDROOM APARTMENTS, 4 - 6 BEDROOM HOUSES
- LANDSCAPED GARDENS
- PRIVATE PARKING
- SECURITY
- PRIME CENTRAL LONDON LOCATION
- APARTMENTS LONG LEASEHOLD £180,000 - £900,000
- HOUSES FREEHOLD £650,000 - £1,500,000

VISIT THE SALES OFFICE AT 53 MARLOS ROAD, LONDON W8

071 938 3350

ALLSOP & CO

071-584 6106

SAVILLS

071-221 1751

CHESTERTON'S

KENSINGTON COURT W8

Impressive large period house with part office use. Three magnificent entertaining rooms, six bright bedrooms, staff etc. Best variety of uses.

£1,350,000

FREEHOLD

071-262 5060

(Ref DMF)

Refurbishment Opportunity W2

5 story house with an abundance of period features. Quietly located in Kildare terrace. Could easily create a fabulous family home, comprising 5 beds, 2 baths. Dbl recep and self contained basement flat, and west facing garden. F/H. £275,000 (but try an offer).

Alex Neil & Co. 071 221 2000

BARNHAM, LARGE new listing studio, ideal for reduced for quick sale £250,000. L/R

William H Brown 071 686 2795

CITY, ECL. REVERSIBLE. 1 bed flat £250,000 L/R

1/2, 1/2 back William H Brown 071 686 2795

MIDWELL, HILL. 4 bedrooms, 2 bathrooms, 3

terraces, 2 small rear gardens. Many original features, £180,000 sub G. Tel: 081 882 0077.

FINAL

OPPORTUNITY AT JAVA WHARF

Historic, warehouse-style conversion close to Tower Bridge with NHBC warranty by Bovis Homes.

Spacious two bedroom duplex 5th/6th floor dockside apartment with terrace and covered parking space.

Includes carpets.

£159,950

Serious offers considered.

Call now on 071 407 6785

KING'S ROAD, SW3

Newly built town house in tranquil location behind the King's Road. Offering security, 24 hour porterage, garage parking, 3 bedrooms, 2 bathrooms, reception, kitchen/dining room.

Freehold £375,000.

OPEN THIS WEEKEND 1 - 5 PM.

Charles H Place

77 King's Road SW3

071-351 9151

MAYFAIR & ST JAMES'S

We have a large selection of beautiful apartments in this area.

- Studios from £85,000
- 1 bedroom flats from £100,000
- 2 bedroom apartments from £150,000
- Houses from £220,000 to £2 million

Home & Sons

Tel: 071 499 9344 Fax: 071 493 2812

LONDON RENTALS

ANDRE LANAUVE & Co

REQUIRED IMMEDIATELY House or Flat in Rent for a Long Let. 3 to 4 Beds, 2 Recp Rooms £900 to £1,500 P.W.

For Senior Executive being transferred to Central LONDON

TO LET ABBEY ROAD attractive 2 dble bed 5th floor Flat with excellent view, swimming pool, Garage, Good value at £250 P.W.

RESIDENTIAL LETTINGS

TEL 071 259 5233 FAX 071 235 2342

PARKSIDE

KNIGHTSBRIDGE - LUXURY UNFURNISHED APARTMENTS TO LET

Molteni & Harting

071-499 8866

071-235 9641

TO LET (long or short term) Two bed two

bedroom flat in Piccadilly, especially

finished. Lovely view over Great Park.

Reference required. £400 per plus service

charge. Tel: 0804 53-0765

MAYFAIR, CHELSEA AREAS. 2 & 3 bed flats

mod. furn. F.F. Laundry from £250 p/w

Call 071-355-1155

LONDON-MAYFAIR-CHELSEA-WEST END.

See 17 bed £2.5 m mod. house, superb view

£250 p/w. Tel: 071-355-1155

INTERNATIONAL PROPERTY

SWITZERLAND Sale to foreigners authorized

Lake Geneva & Mountain resorts

You can own a quality APARTMENT/CHALET in: MONTREUX, VILLARS, LES DIABLERETS, LEysin, GSTAAD Valley, CRANS-MONTANA, VERBIE, etc. from Sfr. 200'000. — Credit facilities.

REVAC S.A. 52, rue de Montbéliard — CH-1202 GENEVA

Tel. 41 22 734 15 40 — Fax 734 12 20

WEST ALGARVE

Luxury, new, air-conditioned, furnished 1 bedroom apartment in

truly unique, water front setting.

Small development, highest spot.

Panoramic sea views, private garden,

jazz, mooring. Full management,

good investment return.

Fairly priced from £69,000

Fax/Phone: 010 351 82 401357

Ans. Phone: 010 351 82 27089

PREBAIL PARIS

part of the AXA GROUP has DELUXE

APARTMENTS TO RENT

Prestigious arrondissements.

Please call:

(33) 1 47 54 99 71

or fax: (33) 1 47 54 06 01

BOCA RATON / PALM BEACH

Estates, Villas & Flats at

unprecedented values.

Contact: Roslyn Ceresio

Coldwell Banker Real Estate

Tel: 407 391 9097 (USA)

Fax: 407 391 6520

LUXURIOUS VILLA, SPA & RETREAT ON PLATINUM COAST OF BARBADOS.

On Golf Course close to Sea,

20,000 sq. ft. of Buildings,

7 Bedrooms En suite, on Extensive

Grounds. Includes Large Swimming

Pool, Tennis Court, Whirlpool,

Indoor & Outdoor Racquetball

Courts, Complete Gymnasium,

Championship Billiards, etc.

DIRECT FROM OWNER \$3.5M.

PHONE USA (301) 907-6531

SOUTH OF FRANCE. VAR English Property

Searchers offer vineyards, old stone

houses, much to restore, village

selection with advice and help Tel +33

04 04 42 57 Fax +33 04 04 40 75

INTERNATIONAL WATERSIDE

CAP FERRAT'S

Most Beautiful

"Petite" Waterfront

Private Port

£1.5M for immediate sale

Patrick Mccrea FRICS

Tel: 010 (33) 93505931

Fax: 010 (33) 93507197

JAMAICA

Inspection Flight

(out September 30 back October 15)

For only \$549 this is a great

opportunity to view investment

and residential properties in

Jamaica

MAKE A PURCHASE AND THE

FLIGHT IS FREE

Details & itinerary from:

PRIME PROPERTY SERVICES

071-627 1313

SAINT EUSTACHE - PARIS

TO RENT

Rare, very beautiful renovated XVIII

Century building, apartment with

character, 105 sq.m., large reception

room, 2 bedrooms, 2 baths,

15,000 FRF p/m - charges.

PREBAIL (33) 1 43 48 74 00

Fax: (33) 1 43 48 42 20

Elegant Fort Lauderdale

Apartment

LONDON PROPERTY

CHESTERTONS

RESIDENTIAL

RESIDENTIAL SALES • LETTINGS • DEVELOPMENTS • PROFESSIONAL SERVICES

**ROYAL AVENUE SW3**

Innovative design - historic Chelsea Square. Spectacular family home of modern architectural interest. Created to maximize light, space and area - a statement of individuality. Suitable for artist, collector, free spirit etc. Presently four bedrooms, four fire living areas, three bathrooms, many extras etc.

Chelsea office 071-689 5211
£800,000 Freehold

**TACHEBROOK STREET SW1**

Splendid versatile accommodation, fine Pinckney period home. Comprises five bedrooms plus complementary living areas. Formal reception, conservatory, study, delightful informal garden level family rooms, large kitchen, two baths, cloakroom. Outdoor life provides two roof terraces, tranquil garden and green outlook.

Pinckney office 071-654 8598
£395,000 Freehold

**ST. JOHN'S WOOD NWS**

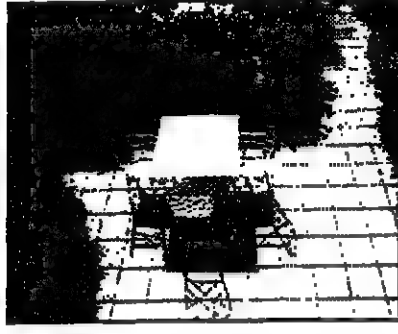
Substantial Grade II listed house currently arranged as four flats. Could restore to imposing single residence of eight bedrooms, four reception rooms, plus separate two bedroom flat/dwelling. Large south-facing garden. Double garage with further parking for four cars.

Joint Sole Agents Savills 071-431 4844 and
Chestertons Little Venice 071-286 4832
£550,000 Freehold

**ORME SQUARE W8**

Directly facing Kensington Gardens - exclusive private square. Handsome character residence, perfect happy family living. Five bedrooms, two period reception rooms south facing, balcony, formal entrance, two baths, cloakroom plus separate garden flat. Mature front and rear gardens, large paved terrace plus private parking.

Hyde Park office 071-852 8060
£795,000 Freehold

**MOUNT ROW W1**

Featuring this outstanding 32 x 15 south facing roof terrace, immaculate two bedrooms, two bathroom. Mayfair duplex, with handsome reception, separate kitchen, private street entrance and low outgoings. Quiet new between Grosvenor and Berkeley Squares. Ideal for Company or busy traveller. 55 year lease.

Mayfair office 071-659 4813
£315,000 Leasehold

**EDWARDS SQUARE W8**

Unmodernised opportunity. Once proud family home of approximately eight/ten various rooms. four floors, good ceiling heights, working fireplace and shutters plus potentially delightful walled rear facing garden. Personalise to own ideals, in the rustic garden setting of this quality Kensington Square.

Kensington office 071-857 7244
£850,000 Freehold

Chestertons Residential is a trading name of Woolwich Property Services Limited, a wholly owned subsidiary of Woolwich Building Society.

COUNTRY PROPERTY

Knight Frank & Rutley INTERNATIONAL

Dorset
Stalbridge 2 miles. Sherborne 8 1/2 miles. London 2 hours.
An historic residential estate in the heart of the Blackmore Vale
Magnificent Grade II* listed Palladian country house, the ancestral home of Sir James Thynne.
Large reception hall, 4 reception rooms, library, 4 principal bedrooms, 4 bathrooms, 5 further bedrooms and bathroom. Fine grounds with walled garden and park. Coach house. Listed shellfish. Swimming pool. Stable block. Squash court. Secondary house. Entrance lodge.
About 185 acres
Joint Agents:
Symonds & Sampson, Dorchester (0305) 264172
Knight Frank & Rutley, Sherborne (0938) 812236
and London 071-629 8171
(BAME/MAR/109425)

Port Erin, Isle of Man
Castletown 4 1/2 miles. Douglas 13 miles. Ronaldsway Airport 5 1/2 miles. London Heathrow 1 hour by plane.
An outstanding house with superb facilities standing on a private peninsula
Main hall, 4 reception rooms, master bedroom suite with en-suite dressing room, guest bedroom suite, 5 further bedrooms and 2 bathrooms. Leisure wing.
Study and office suite with 2 further offices.
Staff cottage and garage for 6 cars.
Helicopter hanger. Large barn. Pasture and moorland. Spectacular coastline.
About 30 acres
Further land available by separate negotiation.
Joint Agents:
Chrysalis Royal Life Estates, Douglas (0824) 625100
Knight Frank & Rutley, London 071-629 8171
(ARV/109188)

London: 071-629 8171
20 Hanover Square, London W1R 0AH

YOUR OWN GREEN BELT HOME IN RURAL OXFORDSHIRE, nr M40
Secluded plots in small unspoilt village, midway junctions 8 & 9. Built to order or for self-build. PURCHASE DIRECT FROM OWNER
Private buyers preferred.
Tel: 086 733 350
Fax: 086 733 526

COUNTRY RENTALS

ESSEX, COGGERSHALL 16th century listed 5th bar farmhouse in mature gardens with Tennis Court. Available 1-92. Terms negotiable. Tel: Martin Freeman & Co 0448 673444

CLUTTONS
YARM, CLEVELAND
Darlington 10 miles. Teeside Airport 5 miles.
Outstanding country residence in attractive open countryside with spectacular views over the River Leven and Cleveland Hills.
2 reception rooms, study, kitchen, breakfast kitchen, utility room, pool, lounge room. Master suite, 5 further bedrooms, house bathroom, relative flat.
Farm office, triple garage, courtyard, farm buildings. Gardens and paddocks. River frontage. Some 116 Acres.
HARROGATE OFFICE: (0437) 523433

£42,500 BUYS YOU 12 acres (mainly improved) 60% Gable, 40% open wood. Tennis or studio app. C/H separate FF modern kit & bath in best Stanley home conversion in Cotswolds. London 16 hrs. For details contact owners. 071 402 9064.

RESIDENTIAL INVESTMENT (in Redbridge), 5 units let on assured shorthold tenancies income £21,200 p.a. 1st accessible after secure 524. Phone Gerrard on (0356) 58630 or (0277) 541 226.

STRUTT & PARKER

Surrey Reigate 1 mile. London 23 miles. (M25) 3 miles. Beautifully situated Grade II listed house with views across its own valley. Principal house with 3 reception rooms and 6 bedrooms. Stable yard including 26 loose boxes and indoor school. Cottage. Range of farm buildings. Pastureland extending to 127 acres. About 148 acres as a whole or in up to 4 lots. Joint Sole Agents: White & Sons, Dorking, Surrey. Tel: (0306) 857654.
Strutt & Parker London office Tel: 071-629 7282. Ref: 10C5049.

South Norfolk Bungay 2 miles, Norwich 14 miles.
Broome Place - a Grade II country house in a magnificent elevated parkland setting with fine views over the Waveney Valley.
Hall, 4 reception rooms, study, billiard room, conservatory, oilies, 8 bedrooms, 6 bathrooms, dressing room, self contained flat, coach house and outbuildings, formal garden and paddock. About 34 acres.
Region £485,000. Joint Agents Savills, Norwich. Tel: (0603) 612211.
Strutt & Parker Norwich office Tel: (0603) 617431. Ref: 9AA2835.

William H. Brown

BURNLEY HALL ESTATE
SOMERTON, NORFOLK

2,090 Acres
AN ESTATE OF OUTSTANDING NATURAL BEAUTY
Unique for the successful combination of a profitable farm alongside nature conservation, sporting and amenity land.
Spectacular coastal position. Grade II listed Hall circa 1730. Nine estate houses. Superb shoot. Private airstrip approved for international flights.
Contact: Nick Reiss, 2/3 Tombland, Norwich
0603 610281

NOTEL PROPERTIES
Urgently Require
Blocks of vacant
residential flats,
conversions or single units.
Immediate decisions made.
Sizes from £50,000 to £5.5
million. Anywhere in
Central London, will
consider outskirts.
Principles only.
Tel: 071 584 0480

WATERLOO SE1
2 DOUBLE BEDROOMS
GROUND FLOOR FLAT.
LUXURY KITCHEN,
BATHROOM,
GAS CENTRAL HEATING.
IDEAL FOR CENTRAL
LONDON & CITY.
£74,995
TEL: 071 928 9841

BARBICAN. Delightful bright 2 bedroom flat overlooking playing fields/tennis courts. Owner will relocate to purchasers choice. £120,000 LHM William H Brown 071 606 5726.

HOLLAND PARK'S SPECIALIST AGENT

'A COUNTRY HOUSE IN LONDON'
ADDISON ROAD, W14. Backing onto seven acres of private gardens. In one of the most prestigious roads in Holland Park. An outstanding, detached, double fronted house with well proportioned accommodation, superb 120' south-west facing garden, double garage. Reception room with conservatory, formal dining room, study, kitchen/breakfast room, 6 bedrooms, dressing room, 4 bathrooms, garden room/playroom, plus separate staff suite. Leasehold £2,450,000.
Sole Agents.

'AN EXCLUSIVE GARDEN SQUARE'
ST. JAMES'S GARDENS, W11. An outstanding house modernised to an exacting standard. 3 superb reception rooms, formal dining room, kitchen/breakfast room, 3 1/2 bedrooms, 3 bathrooms, 2 cloakrooms, private south facing garden, size of square garden. Freehold £945,000.
JSA: Customers Tel: 071 727 5352

'NEW ON THE MARKET'
PORTLAND ROAD, W11. Undoubtedly one of the finest houses in this popular residential road. Magnificent 33' reception room, separate formal dining room, kitchen/breakfast room, 4 1/2 bedrooms, 2 bathrooms, en suite shower room and cloakroom. Good sized east/south facing garden. Freehold £625,000.
JSA: Knight Frank & Rutley Tel: 071 538 4311

'ON THE LANCHESTER ESTATE'
POTENTIALLY THE FINEST HOUSE ON THE EXCLUSIVE ADDISON ROAD. Offered in need of complete modernisation an outstanding, detached, double fronted house which could comprise 3 1/2 reception rooms, 7 1/2 bedrooms, 6 bathrooms, gymnasium, pool complex, staff accommodation, double garage and 100' garden. Freehold £1,950,000. JSA: W.A. Ellis Tel: 071 581 7654

JOHN WILCOX & CO. TEL - 071 602 2352

HAMPTONS
Northwood Office: Tel: (0923) 824223 or Head Office: Tel: 071-465 8222.

PINNER HILL - MIDDLESEX
Central London 17 miles. M25 (J18) 7 miles.
The luxury and character of this individual home derives from its inspiration as an ambassadorial residence in 1936.
Galleried hall, 5/6 reception rooms, 5/6 bedrooms, 3 bathrooms (including at least 2 suites with dressing rooms).
Landscaped year-round gardens with views.

BIDWELLS
CHARTERED SURVEYORS

SUFFOLK - BURY ST EDMUNDS
A FINE GEORGIAN TOWN HOUSE
3/4 reception rooms, 6 principal bedrooms, 4 secondary bedrooms.
Delightful gardens. Extensive car parking.
About two thirds of an acre
Offers around £250,000
Contact Christopher Carey
0223 841842
STONECROSS • TRUMPINGTON • CAMBRIDGE CB2 2SU
CAMBRIDGE • IPSWICH • NORWICH • LONDON • PERTH

Jackson Staps & Staff

West Sussex
Chichester 5 miles. Havant 6 miles.
London 68 miles.
West Ashling. Situated close to the centre of this sought-after village north-west of Chichester at the foot of the South Downs.
A late Georgian village house offering extremely spacious accommodation in a large garden, including hard tennis court and swimming pool. Reception hall, 3 reception rooms, conservatory, kitchen/breakfast room, cloakroom, ceiling, 6 bedrooms, 2 bathrooms, 2 shower rooms, 2 spa rooms, garage and outbuildings.
Guide price: £375,000.
Joint Agents: Fussy Sales
Telephone: (0243) 575451.
Apply: 37 South Street, Chichester PO19 1EL.
Telephone: (0243) 736316.

THE OLD VICARAGE
WOBURN
In Two Acres Of Private Grounds
Including Pool and Tennis Court.
M1 Motorway Junction 13 - 2 Miles.
Train to Eton - 36 Minutes and City Link - 40 Minutes.
GUIDE PRICE £450,000
FREEHOLD
PAGE & PARTNERS OF WOBURN
Tel: 0525 296441 Fax: 0525 296511

RETIREMENT

Now you've more time on your hands
you know what you want out of life. Enjoy retirement in your own comfortable cottage or apartment in our latest rapidly designed development in the Chiltern Hills near Maidenhead. Set in quiet grounds yet only minutes from a bustling village high street. Present Count is ready to view. To find out more about these and other properties throughout England, ring us for a brochure. From £130,000
The English Country Association
5 Hilsdon House, London W14 6LT
FREEPHONE 0800 229538

WATERSIDE

TAKE THE BARGE TO BRISTOL MEWS
LITTLE VENICE (LONDON W11) (OFF BRISTOL GARDENS)

FREEHOLD - 3 BEDROOMS
2 BATHROOMS • SHOWER ROOM
DRAWING ROOM • LUXURY KITCHEN
LARGE INTERNAL GARAGE

SALES OFFICE OPEN
7 DAYS A WEEK
VIEW TODAY!
071 266 4636

BRISTOL MEWS
LITTLE VENICE LONDON W11

UNIQUE HIGH QUALITY MEWS HOUSES
FROM £250,000

Waterside lodge

When you own 'Kingfisher' lodge at the Waterside Club in the Cotswolds, it includes:

- A three bedroom, architect designed, two storey lodge with spacious sun deck overlooking a private spring fed lake.
- Family membership of superb leisure club including bar, bistro and health centre.
- Golf, sailing, jet-skiing, water-skiing, horse-riding, cycling, canoeing and country walks.
- A privately managed estate which is situated in a 130 lake water park of over 11,000 acres.
- 1 1/2 hours from London.
- 999 year lease.
- £77,000**
- 80% mortgages available, subject to status.
- For details fax 0480 810184 or
- 0480 810555 TODAY**

WATERSIDE CLUB LODGES
The Waterside Club, Mill Road, Stroud, Gloucestershire, GL8 1BY

Nr. INSTOW - NORTH DEVON COAST
Splendid substantial stone barn conversion in 1 1/3 acres landscaped grounds, including water gardens. Adaptable four bedroom accommodation, three bathrooms, including guest suite. Superb panoramic rural views to the sea beyond. A most delightful home.
£169,950 FREEHOLD

CLOSE TO DARTMOOR NATIONAL PARK, DEVON
Splendid period residence, origins circa 17th century. Two acres, totally secluded landscaped grounds. Ten bedrooms, guest suite, suite rooms, five reception, delightful interior, much character. Gracious accommodation.
£285,000 FREEHOLD

GATES ESTATE AGENTS (0271) 79314

COUNTRY PROPERTY

SMITHS GORE

AN IMPORTANT AGRICULTURAL INVESTMENT
Lincolnshire and Nottinghamshire
THE GRANTHAM ESTATE
5706 ACRES
Eight principal holdings, let and producing
£282,000 per annum
FOR SALE BY PRIVATE TREATY
Apply Lichfield Office 0543 251221
Northumberland and Scotland
THE CARHAM ESTATE
1961 ACRES
Three principal holdings, let and producing
£82,000 per annum
FOR SALE BY PRIVATE TREATY
Apply: Edinburgh Office 031 555 1200

Miller

Across Cornwall
A guide to properties for sale west of the Tamar especially selected for their particularly "interesting" qualities by Miller and Company Cornwall's premier Estate Agency. Available on request from
Maudslayi House, Truro. Tel: 0872 74211

HAMPTONS

SURREY - EPSOM DOWNS
An exclusive development of 4 luxury detached executive homes built to exacting standards.
4 Reception rooms, Kitchen/Breakfast room, 5 Bedrooms, 3 Bathrooms, Garaging.
Garden front and rear.
From £275,000 Freehold.
Epsom Office. Tel: (0872) 729191

PROPERTY

THEY TOOK a swamp-land near Southampton, covered with silt, dug some ditches through it and built some homes around them - and they called it Hythe Marina Village.

That was back in 1984 and the idea of a home with a berth at the back door was born. Suddenly, everyone wanted to build by the water. By 1989, there were plans around the UK coast for 40 developments costing a total of £2bn.

Not everyone welcomed the revolution, though. Those not interested in boats, notably the Wildlife Fund for Nature and the Royal Society for the Protection of Birds, saw development of the nation's mud flats as a threat to the environment.

Before the advent of the marina village, the UK's 3m "boaties" and "yachties" had to content themselves with a few overcrowded and expensive marinas and estuaries. The concept of the marina village, though, already established in areas such as the south of France and Florida, seemed set to revolutionise boat ownership in the UK. Depending upon one's definition of "boat", there are between 800,000 and 3m owners in the country.

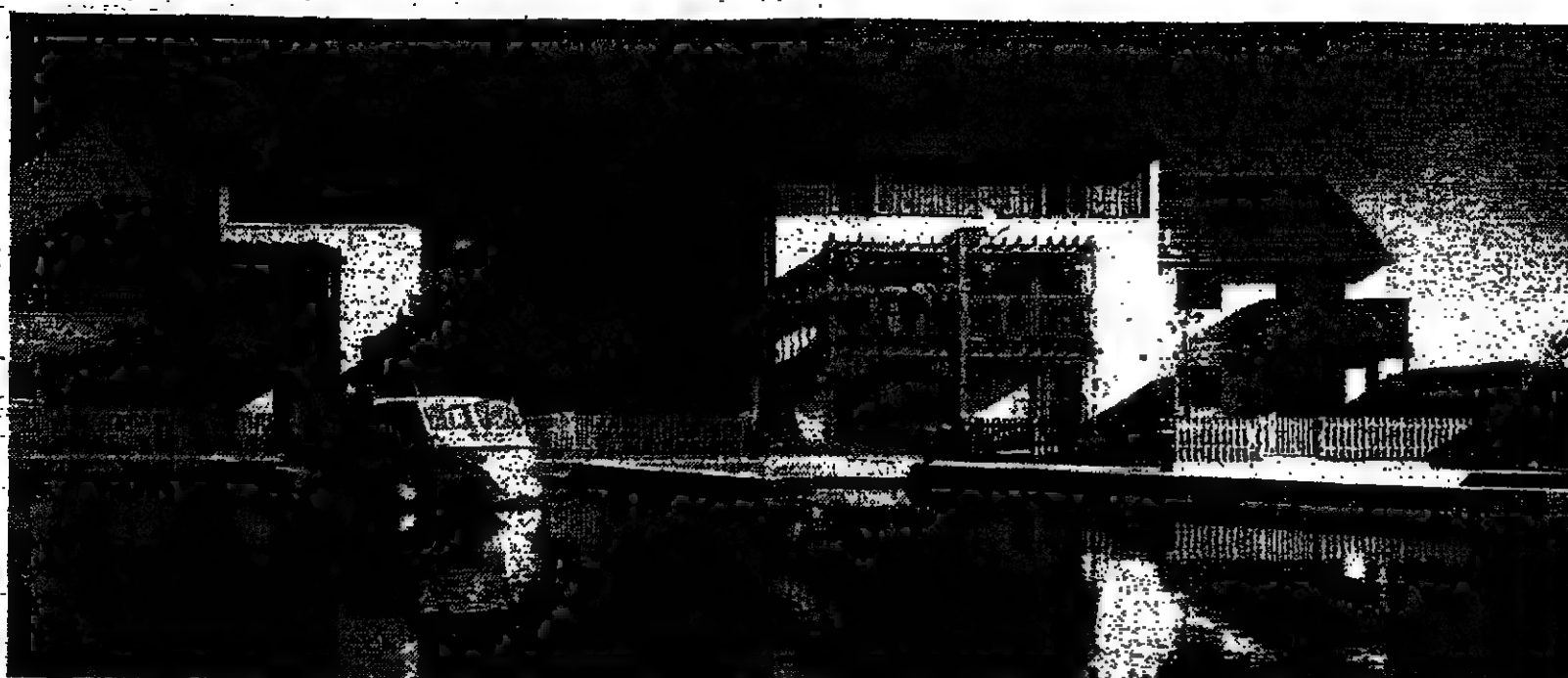
Those unable to live permanently alongside the object of their desire, be it dinghy, sailboat or 50 ft yacht, wanted to leave their London office at 5pm on Friday and be with their vessel in good time for hot toddlers and *plat du jour*. That is one reason why Peter de Savary's marina development in Falmouth, Cornwall, has been so slow to sell - it is too far from the capital to travel for the weekend.

The cost of building the marina and infrastructure at Hythe was £20m. The lock alone cost £1.5m, coping with double tides with a range of 18 ft.

Mooring fees would never repay the price (the pioneers at Brighton Marina discovered that to their cost) and, with the aid of expensive piling, the houses and apartments were built beside the berths.

For a while, the properties sold well. Marina Developments itself constructed four more marina villages to add to its scheme at Hythe. Then the property market sailed into the doldrums - and we have been in recession ever since.

In a bubbly market, no prop-



On the waterfront: part of the Laings West Quay Marina development

Choppy waters for marina sales

erty has more froth than a marina home, but prices have gone flat and boats, like houses, have sunk in value. Recessions do not last forever, though, and marina homes could represent good value today.

Peter Thompson, acknowledged guru of the marina village, is heading a management buy-out of the housebuilding interests of Marina Developments as the parent company, Yatzen, wants to focus on its core activity of marina ownership and management.

"Sales of homes in genuine marina villages have, in fact, held up quite well despite the recession, but there has been a serious realignment of prices. The desire to own a property with adjacent berth is as strong as ever," says Thompson.

"At least 90 per cent of our buyers have no material borrowings. They buy their second or retirement home by the water with inherited money or out of personal savings."

The £17.5m management buy-out (or "buy in" as Thompson prefers to call it) will give the new company about 70 built and unsold properties in five villages, some 300 plots, plus certain commercial and retail interests. The average

price of homes in the next year or two is likely to be about £200,000, only half that of the 336 flats and houses sold since 1988.

So, are marina homes a good buy? Martin Edgar, whose company, Waterside Properties, specialises in (yes) waterside properties, believes they are. "Environmental and planning restrictions mean that marina homes built today, together with the last few still

metres of earth was excavated by developer GEMSA to build Moriconium Quay. Now, 100 Mediterranean-style houses and flats are being built there (the name was given to the area by the Romans in AD 45).

Each house will have a wet berth. Flats will have a dry berth, operated by a fork-lift truck and paid for out of the annual maintenance and security charge of £1,550 a unit. Despite a rather unprepossess-

ing approach, these are excellent homes with generous room sizes. Savills is selling the houses and apartments. The houses, from £285,000, have four bedrooms plus a ground floor yachting room. Smaller flats will be built later; those available now are large (2,300 sq ft) and cost £450,000. One great advantage of this marina, opened recently by yachtswoman Clare Francis, is that the times permit easy 24-hour access without lock gates.

Many of the big house-building companies also have

dipped their toes into the marina business. Barratt is no exception, having recently completed 277 homes at the 110-berth St Peter's Marina Village in Newcastle, northern England. This is the first purpose-built marina on the Tyne and is close to the city centre. Houses and flats remaining are priced between £90,000 and £221,500.

Laing Homes is proud of the town houses at its West Quay Marina in Yeading, near London; moorings are available for buyers and there is also a 100 per cent part exchange scheme and a 9.5 per cent mortgage. Houses there cost from just under £130,000; apartments from around £58,000.

Houses fit for most wallets are being built by Charles Church at Avonmore Marina, in Trobridge, Wiltshire, by the Kennet and Avon Canal. The first phase of houses and flats costing between £50,000 and £150,000 has sold out; work is now progressing on the next phase.

The same builder has found a formula for beating recession in Richmond, south-west London, where its waterside homes at Richmond Bridge have attracted enormous interest - since Easter, 14 reservations have been made. The 124

houses and flats in the first phase cost between £122,000 and £675,000.

Hunting Gate Homes, which has an interesting marina development in London's Limehouse Basin, also is selling homes to people with a passion for water sports at St Lawrence Bay, in Essex. The houses and bungalows, some with gardens sloping down to the River Blackwater, are close to the new Bradwell Marina. Prices are between £72,950 and £115,450.

Not far away, at Burnham-on-Crouch, one of the country's top yachting centres, is the new 350-berth Burnham Yacht Harbour with 42-year leases starting in price at just under £20,000 for an eight-metre boat. Nearby, there is a splendid development of houses and flats beside the river at King's Wharf. Prices, through Savills with Balfour Eves, range from £50,000 to £245,000, so there is something for most pockets.

The market in marinas property might be dormant at the moment but there are plenty of people still dreaming of oiling the pinto and sailing into the offing. A fair breeze might not be long coming.

Eyes Wight - but few do

Mainland buyers stay away

THE ISLE of Wight is a curious place. Where else but Wight would most of the shops shut for lunch in the one week of the year when the town is thronged with thousands of visitors wanting to spend money? And where else would it be so difficult to get them to look at property?

The problem, of course, is the recession. And the Isle of Wight depends more than most places on outsiders to invest in the top end of the property market.

Last year, John Lelliott redeveloped the four-acre site of the Victorian railway station and a school in the centre of Cowes. But its first phase of 33 apartments at Admiral Gardens has attracted only five buyers at prices from £32,500 to £250,000 (through Nationwide's local office: telephone 0983-292-141).

Roger Easton, managing director of John Lelliott Residential, explains: "We have not dropped our prices because our problem is not the product. People are very impressed with what they see but we are not getting enough people from the mainland to come and see it."

Yet, Lelliott is selling to local people at Mortonbrook, a redevelopment of a former caravan park at Sandown where 37 of the first 40 new houses and flats have been sold at prices from £38,000 to £49,500.

The Rotch Property Group also has had difficulty attracting buyers for the Gloster, its redevelopment of the hotel that used to be the Royal Yacht Squadron's waterfront home at Cowes. So far, eight of the 15 apartments have been sold through Nationwide at prices from £85,000 to £165,000.

Things are little better elsewhere on the island. At Ventnor, the former Heights Hotel has been demolished and the four-acre site, with planning consent for 26 houses, is being offered for sale by Allsop & Co. (071-584-8108) on behalf of receivers for the the developers.

Since the Holland Hotel at

Seaview Bay was redeveloped three years ago by Westridge Horton Homes, its parent company, Leading Leisure, also has gone into receivership. While all eight waterfront houses were sold at around £225,000 each, only three of the 30 flats have been sold through Nationwide, acting on behalf of the receivers. Price Waterhouse. But five have been reserved since prices were cut (they now range from £82,500 to £145,000) and the last three of the 20 retirement flats that Leading Leisure developed at Newport were sold last week.

That is encouraging news for Hewitts (Southern), which has redeveloped Seaview's central bus station in a joint venture with local builder Caws & Hermans. Known as the Anchorage (although it does not have any moorings), the project is just inland from the Seaview Yacht Club.

The 16 houses and flats at the Anchorage have just gone on the market at prices from £69,000 to £159,000 through the local office of Nationwide (0983-612-212) and the Bourne-mouth office of Savills (0202-288-586).

Peter Hewitt, a former helicopter pilot turned builder who started Hewitts (Southern) when he moved to the island two years ago from Cranleigh in Surrey, is reluctantly selling his own property, Steyne House at Bembridge, for which the local office of Nationwide (0983-872-141) and Savills at Bournemouth want £850,000. Steyne is a handsome, late-Georgian building in 21 acres of well-maintained grounds.

There are buyers around - that was shown by Humberts' sale of Barton Manor, Edward VII's former home at East Cowes, and its 105 acres which were bought for £1.1m by Robert Stigwood, the impresario.

Paul Jackson of Lymington (0950-674-411) hopes this augurs well for Shalflott Manor, a 17th century house near Yarmouth, which he is offering with 420 acres of land for £1.5m.

Michael Hanson

WATERSIDE

Situated on the bank of the **KINGSBRIDGE ESTUARY** these luxury 2 bed, 2 bath apartments enjoy the outstanding views in this most picturesque location.

Every care and attention has been taken to provide the best security and quality finishes.

THE MOORINGS
KINGSBRIDGE • DEVON

Security Gates, Door Video Entry, Satellite TV, Dinghy Park, Balconies & Terraces, Fully Fitted Kitchens, Quality Landscaping.

Sales Office open seven days a week -
11.00 am - 5.00 pm.
Tel: 0548 857549

PRICES FROM £135,000

LAKE DISTRICT
2 and 3 BEDROOM RIVERBANK HOMES

Set in 10 minutes to 15 minutes to the lake. You can live here, holiday here, retire here. You can swim in the indoor pool, fish for trout and salmon, use the 47 acres for barbeque, golf practice, picnic or just for fun.

The Crown Head Estate Co Ltd

Sales office (0539) 730750
or Hackney and Leigh Chartered Surveyors (0539) 44461

COUNTRY PROPERTY
SURREY
Albury, Nr Guildford
The principal portion of a Victorian House with lovely views over the Surrey Hills.
5 Double Bedrooms, 2 Bathrooms, 2 Reception, Kitchen/Breakfast Room with Removable Country Linen Oak Units, Utility, Double Garage, Attractive Gardens with Patio.
£250,000 Freehold
GRAHAM & CROWE
Crawley Office 0453 267181

WATERSIDE PROPERTIES
Sales agent for marina houses throughout the United Kingdom. Offering the nation's most comprehensive selection, most properties with berths, in Hythe, Port Solent, Island Harbour, Ocean Village, Brighton, Newland and Poole plus coast-to-coast covered by Rye and Stour Rivers. Current marina homes list price range £90,000-£225,000. Tel: 081-541 9599

WEST COWES Waterfront, superb Solent views, modern 3 story town house, own parking, shared private driveway and small beach. Close to ferries, shops and marina. 2 bedrooms, living room, kitchen, utility, W.C. bath, S.C.H. sea front patio, roof garden, newly fitted bedrooms (£170,000) (0883) 22 24 24

FOX & SONS
BRANKSOME CHINE POOLE
EXCLUSIVE CLIFF-TOP APARTMENT
Set in attractive grounds with private beach access and panoramic views across Poole Bay to the Purbeck Hills. 3 Double Bedrooms, all with en-suite facilities. Large Hall, 2 Reception, Kitchen, Breakfast Room, Utility Room, Cloakroom, Sun Lounge, South Facing Balcony, Double Garage, Beach Chaise Available. Furniture negotiable. Price £285,000.

Sole Agents: Fox & Sons 12 Haven Road, Cranford Cliffs Office.
Fax: 0202 708234 Tel: 0202 700922

IRELAND
LAKESHORE RESIDENCE
Shooting Lodge on 110 Acres inc. 2 Islands on Lough Allen (River Shannon).
6 Beds, 2 Rec, Basement, Stables, etc.
Airport and Atlantic Beaches 20 miles.
Other Waterside Properties and Marina Investments Available From £20K - £700K.
W. Farrell & Sons
Carrick on Shannon
Co. Leitrim
Tel: 010-353-78-20976

WEST SUSSEX - NEAR CHICHESTER View over harbour, charming detached Regency styled residence - spacious accommodation, 3/4 Reception Rooms, 2 Cloaks, Luxury Kitchen, Utility Room, 45 bedrooms, 3 Bathrooms, 1 Terrace, Double Garage, 1/2 Acre. Priced to sell at £250,000. Agent: Sims-Williams (0243) 27381

MARCHAND PETITA
WATERSIDE PROPERTY SPECIALISTS
TOWNES & DEVON Riverside house at the head of Dart Estuary with mooring rights. 3 reception, 2/3 beds, garage, waterside terrace. £195,000.
SALCOMBE ESTUARY Saprob 1/2 acre BUILDING PLOT overlooking Frogmore Creek with detailed p.p. for lux 5 bed house. Possible access for farmstead. £100,000.
Hardland Park
Fax: 0548 857582 Tel: 0548 857588

BOATYARD for DEVELOPMENT
SUSSEX ESTUARY
PLANNING PERMISSION
£500,000.00
Box No. A1911, Financial Times, One Southwark Bridge, London SE1 9HL

Nationwide
SOUTH EAST CORNWALL
Renovated family home approx 8 acres with lakes, boating river Lyzner £250,000
PLYMOUTH 8 MILES
Substantial water frontage. Private moorings, outbuildings. 1 acre orchard and gardens. OIRO £235,000
TELEPHONE 0752 842246

LUXURY LAKESIDE EXECUTIVE HOMES IN YORKSHIRE
YORK 4 MILES • A1 10 MILES • LEEDS 17 MILES • KINGS CROSS 2 HOURS

A highly prestigious development of just sixteen five and six bedroom homes all with private waterside frontage, built around a natural lake in a totally enclosed natural environment at Acaster Malbis by the River Ouse.

PRICES FROM £300,000

LAKESIDE, Inake Lane, Acaster Malbis, Near York. Just off the A64 Leeds/York Road
TEL: 0904 709754

OPEN DAILY 11am - 5pm
FOR FREE BROCHURE
RING FREE 0800 590733

BARRATT
Developers of the finest homes in the country
BARRATT YORK LTD.

WATER BASED LEISURE AND HOLIDAY VILLAGE OPPORTUNITY
60 acres woodlands, grasslands, hills, and spectacular limestone cliffs, and 40 acres excellent quality water in Warwickshire, the heart of England, a highly populated Tourist area. By the M40 Central London 90 mins., Birmingham 40 mins., the two biggest cities in the U.K.
Development Approvals: 21 Log Cabin Chalets, 2 Clubhouses H.Q. Watersports, Large House etc.
Current Activities: Fishing and Watersports.
Required: Joint Venture/Sale.
Please write to FT Box No A1910, One Southwark Bridge, London SE1 9HL for further information.

WANTED - DEVON
Coastal property with direct access to safe swimming beach in Devon
For Retained Client
No Commission Required
Apply in confidence to: Richard Carslake ARICS
STRUTT & PARKER
24 Southwark West, Exeter, Devon EX1 1PR
Tel: (0932) 215631

RIVER FRONTAGE AND MOORINGS ON THE THAMES AT TADDINGTON, MIDDLESEX
Imposing Victorian semi-detached villa, 40 drawing room, dining room, 5 bedrooms plus 2 self-contained studio flats, wealth of period detail. Some updating required. 150 garden plus moorings, garage, 12 miles from Central London. A rare opportunity at £385,000 Freehold.
Gates Estate Agents (0271) 79314
Out of Office - Weekend 081 977 2345

DEVON
10 ACRES
WITH 1/3 MILE PRIME DEVON COAST LINE AND EXCITING OPPORTUNITIES IS OFFERED BY THE OWNERS OF **BURGH ISLAND BIGBURY-ON-SEA, S. DEVON**
TEL: SOLE AGENTS: PENINSULA PROPERTIES (0392) 443399

WESTGATE HOUSE
FABULOUS VIEWS OF THE THAMES AT KINGSTON
9 splendid apartments with 2 bedrooms and 2 bathrooms. Large balconies. Some with great views of the river and Hampton Court. Full information from St George Developments
081 893 3030

SMUGGLERS HAUNT - LYMINGTON
Prestigious character cottage overlooking the Lymington River, Solent and Isle of Wight, with all the sailing facilities on hand. Three floors with good-sized two bedroomed modernized accommodation and roof patio
£119,900
G A TOWN & COUNTRY, Lymington, Hampshire - 0594 675825

THE COUNTY HOMESearch COMPANY LTD
An experienced professional team that guarantee to save you time and money in finding your home in Devon, Cornwall, Hants and Dorset.
For further information: Home & Country Tel: 0982 712798 Devon & Cornwall Tel: 0872 223439

SEA BARR FARM South Hants nr Dorchester. A superbly located modernized detached farmhouse in a superb position enjoying spectacular views over surrounding National Trust land and to the sea across Ringstead Bay towards the Isle of Portland. 3 Bedrooms, Bathrooms, a suite shower/bathroom, full utility, high-ceilinged open-plan living area, superb sun room, study-bedroom no. 4 or fire central heating, double garage, stone block Paddock, Garden grounds, 1/2 acre. For sale by auction 15th Sept next. Unless previously sold. Price guide £185,000 freehold. For & Sore, 40 South Street, Dorchester Tel: (0205) 262111

TOWNES & DEVON Waterside Apartments. Luxuriously appointed and spacious with lovely living room (balcony), dining area, superb kitchen, 2 beds 2 baths, 2 cars. Call: Agents, 14 Quay Hill, Lymington, Hants SO41 0AR Tel: (0950) 574411 Tel: (0500) 671919

NEW FOREST, HAMPSHIRE For details of Waterside Properties, from £100,000 to £1m. Please contact Paul Jackson. Auctioneers & Estate Agents, 14 Quay Hill, Lymington, Hants SO41 0AR Tel: (0950) 574411 Tel: (0500) 671919



A BREATH OF FRESH AIR. FROM ROVER.



You are looking at the first Rover Cabriolet to grace the road for over 50 years. Based on the best selling Rover 200, it sets new standards in its class.

Because it's not just a convertible, it's a Rover convertible. With all the refinement you'd expect to find in a Rover.

For example, the robustly constructed three-layer hood is produced by world-renowned coachbuilder Pininfarina.

Starting at £13,795, the Rover 200 Cabriolet is available with your choice of 1.4 or 1.6 16v engines.

Why not open one up today? Call 0800 52 10 20 and we'll set things in motion.


ROVER 200 CABRIOLET



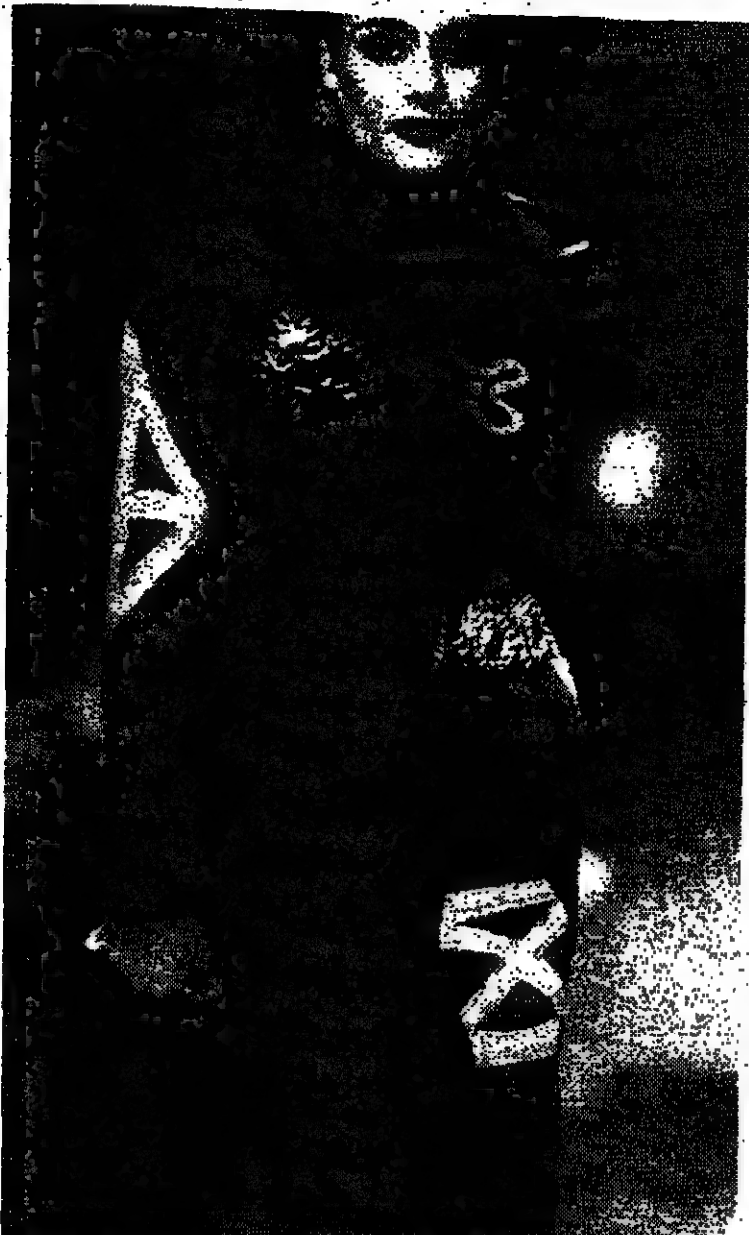
CAR SHOWN: ROVER 216 CABRIOLET 16v. CATALYST: £15,995. PRICES CORRECT AT TIME OF GOING TO PRESS. PRICE EXCLUDES £400 COST OF ROAD TAX, NUMBER PLATES, DELIVERY TO THE DEALER AND FREE OFFICIAL SERVICING (UP TO BUT NOT INCLUDING 12,000 MILES/12 MONTHS SERVICE). NATIONWIDE CAR HIRE THROUGH BRITISH CAR RENTAL. TEL: 0203 716166. FOR TAX FREE SALES TELEPHONE "INTERNATIONAL LINK" ON 0167 244344.

0811

HOW TO SPEND IT

The high priest of frivolity

Look out London, here comes Christian Lacroix, says Lucia van der Post



From the prêt-à-porter collection for autumn, a red wool suit with black/line appliqué. Hat, belt, brooch and earrings all by Christian Lacroix

UNTIL NOW British fans of Christian Lacroix, the exuberant Parisian designer, have had to cross the channel to see the full range of the master's clothes and accessories. To be sure, they could see a small selection of authentic Lacroix at Harrods and the Hans Crescent boutique A La Mode, but to the true aficionado this was more like a teasing taster when what they wanted was the full menu.

All this is set to change. From August 3 they will be able to trot along to 8a Sloane Street, London SW1, where a brand new Christian Lacroix shop (a franchise owned by Roberto Devorik) will be selling the full Lacroix range. From haute couture to prêt-à-porter, from petits bijoux to chaussures, from legwear by le Bourget to "cravates pour l'honneur", all the details that make up the look will be on sale.

Lacroix, you may remember, is the most recent addition to the gilded circle of haute couturiers with salons bearing their own name. After coming to Paris from Arles he worked at Hermès and Jean-Paul Gaultier, before Bernard Arnault, whose conglomerate, Financière Agache, also owns Dior, financed the opening of the house of Lacroix just five years ago. From the beginning he attracted headlines. His were not clothes like any others. The frock-fanciers and fashion press divided into two camps - those who thought he was extreme, over-the-top, unwearable, and those who thought he was the best thing to happen to haute couture since fashion's high priest Yves St Laurent last blew away the cobwebs.

For his visual repertoire Lacroix draws on his Provencal childhood the colourful symbols of the caride, the fiery Provencal fields and sunsets, the folkloric dress, a rich ratatouille of cultural references that make his designs instantly recognisable to the cognoscente.

He has been a marvellous complement to the perfect, tasteful, understated approach to fashion which

reaches its apogee in the work of the Italian designer Giorgio Armani and which much of Paris aims to emulate. Tastefulness is not one of the things that Lacroix rates highly. He is on record as saying "bad taste is better than no taste," and that for him "vulgar" is not pejorative, but ordinary is.

His designs show what happens when a designer is released from the constraint that taste imposes. He has huge fun with colour, with patterns, with textures. His collections are alive with visual puns, with wit and - a rare quality in the tres sérieux world of haute couture - frivolity. What is the point of fashion, he seems to say, if it is not fun, extravagant, seductive, ephemeral?

His clothes are not for the shy or retiring. Beloved of showbiz stars, of the *International Herald Tribune's* Sunny Menkes, of the East Coast and Texan "Play and Play Set", they are vibrant, colourful and above all highly feminine.

The new shop will stock a small collection of haute couture numbers, as well as a video and photographs, that customers can admire, gasp at, try on and even order. Trying to get a clear idea of what a haute couture number really costs is like trying to get a true picture of the state of the Mirror Group pension fund - what I CAN tell you is that suits will start (start being the operative word) at about £2,000.

The prêt-à-porter collection is a little more affordable with suits starting at £950, dresses at £657, skirts at £120. Then there are the distinctive accessories which offer a little of the Lacroix glamour for much, much less. You could buy earrings for £49, brooches for £39 upwards, gloves for £135 (not just any old gloves, these may well be gauntlet or brilliantly coloured or highly embroidered), or shoes (again embroidered) for £102. And even more affordable, roughly 20 per cent less than the prêt-à-porter prices, is the Pre-collection, offering cruise-wear in winter and less formal spring and autumn wear.



Soft, wide trousers are a strong theme this winter, shown here in light beige and peach wool teamed with a jacket

Suited to the high life

ALL OF France has been panicking this month as the lorry drivers' blockade led to fights in supermarkets and queues outside petrol stations. But the well-shod shoppers on the rue Cambon in Paris have been fighting for something else - Chanel suits.

We are not talking about summer suits for a sultry July day, but winter suits, costing at least £1,200 each. Chanel's autumn collection arrived at its flagship shop at rue Cambon a couple of weeks ago - and the shop has been besieged ever since.

Before I moved to Paris I always wondered why no Chanel shop I visited had the groovy jackets that I had swooned over in *Vogue* magazine. The answer is that they sold out before they got to the shop.

Shopping at Chanel is not like ordinary shopping. First, you have to be rich enough - or, like me, crazy enough - to spend £1,200 on a suit. Second, you must go to 31 rue Cambon to spend it. Chanel owns 88 shops worldwide, but these tend to sell its classic styles. The really good stuff is only sold at rue Cambon.

Perhaps, like me, you expect to be able to saunter into rue Cambon for your outfit early in the season - perhaps September for the autumn collection, or February for spring - after you have flicked through the fashion magazines. Forget it.

Chanel receives just one delivery of each style, each season. Once it sells out, it cannot be re-ordered - and the best styles sell out immediately. This is because the rue Cambon *vendeuses* tip off regular clients in advance, and also send them a catalogue. If they spot anything they want, the clients ask their *vendeuse* to reserve it. (They can cancel the order, but if they cancel too often, the *vendeuse* might not be quite so helpful next season...)

That is why the hottest lines - certainly those in standard size 36 and 40s - never get into the shop, and that is why rue Cambon will be virtually bare by September.

You might think that this sort of behaviour went out of fashion at the end of the boom-time 1980s or that, even in France, where Chanel is a national institution, the recession would have dented demand for £1,200 suits. Not so. Chanel deliberately cultivates an aura of exclusivity, and it is house policy to under-produce the collection.

The policy works. I had coveted a black bouclé Chanel suit with funky gold zips ever since I saw it at the *prêt à porter* show in April. As soon as supermodel Linda Evangelista sashayed along the catwalk, I knew that I had to have that suit - whatever it cost.

Chanel posted its catalogues three weeks ago. The collection arrived at rue Cambon on the following Monday. I hit the shop at opening time on Tuesday - and got my suit. It was the last one left in a 38 and, judging by the squeals in the stockroom, my *vendeuse* had to fight another sales assistant for it. She returned triumphant to tell me how lucky I was to have the honour of spending most of my disposable income on it.

Another woman was almost in tears, having pointed to jacket after jacket only to see the *vendeuse* shake her head and mutter the fatal word "fin". Chanel, at 31 rue Cambon, had already sold most of its winter collection, in July, after just one day on sale.

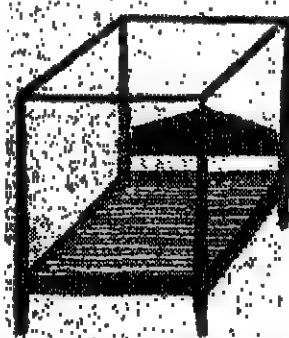
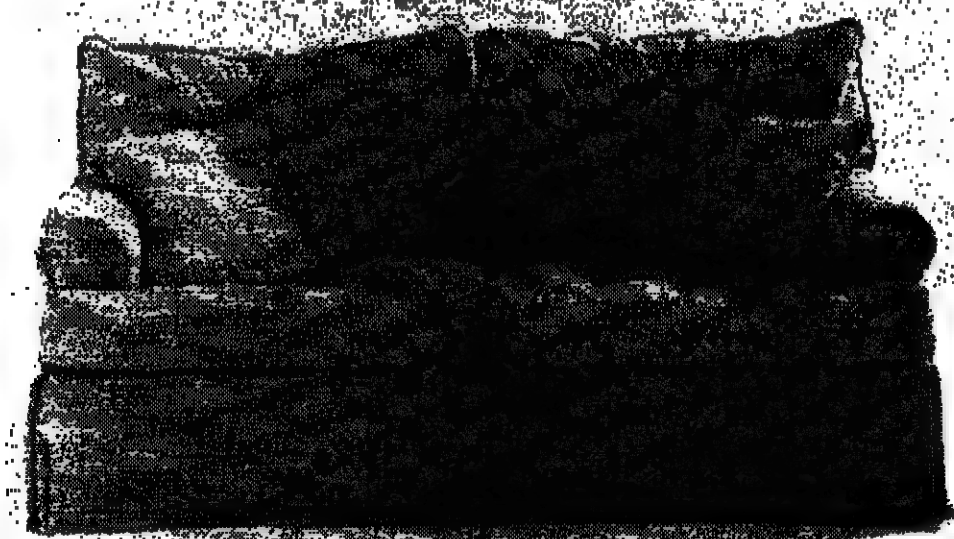
LvdP

Alice Rawsthorn

A well-worn air of comfort

Shabby Chic is the name of a new franchise operation selling hand-made (in Lancashire) sofas with a wonderfully over-sized, old-fashioned, comfortable air. Frames are made from European hardwoods, seats and backs are hand-sprung and covered with hair, hessian and felt. The fabric is pre-shrunk pure cotton and comes in soft, washed plain colours like ice blue, sage green, flame and dusky pink so that the sofas come with an already comfy, slightly

worn air - no danger of that "straight from the shop window" look. Shabby Chic these days does not come cheap - at £1,595 for a two-seater sofa, £1,700 for a three-seater and £1,145 for an armchair - these are at the expensive end of the spectrum. However, the shapes and sizes have an air of splendour and comfort that is often hard to find. Shabby Chic is at Unit G06-G07 Plaza, 535 Kings Road, London SW10 0TZ.



The complete work of Shaker

The Shaker shop has produced an enchanting little book illustrating the full range of Shaker furniture. Half catalogue, half Shaker manual, the booklet is illustrated in the simple naïf style of Henry Lapp, an Amish craftsman, and captures the simple lines and pleasing proportions of the pieces, from four-poster beds and wardrobes to hanging shelves and ladders of pegrail. The booklet is beautifully produced and the text perfectly illuminates the connection between the austere beauty of the furniture and the community from which it came. £3 from Shaker, 25 Harcourt Street, London W1H 1DT.

Subtle checks for artful interiors

Lovers of Shaker furniture will probably like the new range of checks, plaids and stripes that Sanderson, the furnishing fabric house, has brought out to meet the new feeling for simpler, less elaborately furnished interiors. These are not crisp, innocent or sunny checks but sophisticated, subtle, subdued versions suitable for artfully simple interiors, where white walls are perfect backdrops for good pictures and fine furniture. The fabric is a tough, hard-wearing 54 per cent cotton and 46 per cent Modacrylic in a variety of colour combinations - plain cream teamed with sage green, dusty pink or dark blue or combinations of navy, beige and cream, dark green, beige and cream, dark red, dark green and cream. At £23.85 a metre simplicity does not come cheap these days. Checkmats, as the collection is called, is widely available - call 071-636-7800 for your nearest stockist.



Holiday wrinkles

IF YOU are packing your bags and heading for costa or plage then you will not need to be told that too much sun is very *démodé* these days. Not only will too much sun age the skin as surely as it wrinkles the prune, but it is dangerous to boot.

Now that we have got that out of the way, on to the good news - these days there is a vast range of sophisticated products that cater for every niche problem which the holiday in the sun or by the sea is likely to raise.

Tired of suntan oil getting in your hair, on your clothes and on to the sandwiches? Estée Lauder's oil-free spray is the sun protection for you. With an SPF (sun protection factor) of 8 (not high enough for very pale skin or babies) it really is light and is quickly absorbed into the skin. (£12). For babies or very delicate skin go for a complete sun block - Lauder's Baby Block, for instance, has a 20+ protection factor. (£15).

Lancaster is another good name to look for. This summer it has developed three products with bio-Melanin that give increased protection from UVA rays, such as Melanin Sun Wrinkle Cream (SPF 8) which can be worn under make-up and costs £21 for 50 ml. Also useful are the Melanin Lip Protector (SPF 12), £8.50 and a light, non-oily Sun Eye Treatment (SPF 8) aimed at the delicate eye area, £10.50.

LvdP

Alice Rawsthorn

If you need a friend, lean on me

Henry Edmunds whittles a new collection of blackthorn sticks

THROUGH AN accident, an old and treasured Irish blackthorn walking-stick came to a sad end a few years ago. I set out to buy a replacement but had no luck, in spite of a wide search.

As the shoe or blackthorn (*Prunus spinosa*) is widely distributed in local hedges and thickets, I then decided that it would not be too difficult to find, cut, cure and trim a suitable piece growing in the wild to form another walking-stick, tailored exactly to fit my hand

and length of leg. Winter was obviously the best time, for only then could one see potentially suitable pieces. However, I quickly ran into a prickly problem: while the textbooks I had read had fully recorded the existence of thorns on the branches, they failed to mention their number, length or spear-like sharp-

ness, which easily penetrated ordinary clothing. So very early experience indicated that protective clothing was a must, starting with a stiff pair of leather gloves, a thick oilskin coat and rubber boots. I began to understand why blackthorn sticks were so scarce, compared with hazel, which can be cut with relative ease.

More often than not a good deal of preliminary clearing had to be done even to reach a likely-looking piece. This meant secateurs and a small handsaw to remove obstructing growth and, later, to trim the thorns once the stick had been cut.

It soon became obvious that pieces of walking-stick potential were few and far between. On the other hand, lengths for shorter thumb-sticks were more numerous. Railway embankments turned out to be relatively good areas. This does not mean that sticks were plentiful, but an afternoon's search sometimes resulted in one or two lengths, of about 50 in., with thumb-stick potential. Other fruitful habitats were the overgrown gardens of derelict cottages, the result of rural depopulation.

No difficulty existed on farmed land, especially in isolated thickets distant from the farmhouse. The species prefers



the company of its own kind and, if left undisturbed, eventually spreads to formidable dimensions.

This was the kind of place that produced shapes best suited for walking-sticks of about 36 in. length. Not only had the length and thickness of the stem to be of the right dimensions, but it also had to be growing off another branch - an angle of 90° provided the very best handgrip.

As thumb and walking-sticks are derived from natural growth no two were ever exactly alike. For Nature abhors uniformity. Each required individual treatment in the seasoning process.

Invariably, some degree of straightening was required, which was best done before the sap had dried out. Most pieces responded to knee pressure which, provided it was gently applied every two to three days over four to six weeks or so, removed most of the bends. If longer than this, the stems cracked easily on surprisingly little pressure, especially stems for mature walking-sticks.

During the drying out, all thorns were taken off. Blackthorn, properly seasoned after about six months, is an extremely tough wood, so any manuring of the stems proved much easier in the early stages. They also needed

some sandpapering to smooth any rough edges before the final treatment with three or four coats of clear varnish. Each took about six months on-off work from start to finish.

The choice of ferrule is a matter of individual taste. A metal one may look neat, but it eventually wears out and is difficult to replace. Personally I prefer a rubber piece, which gives a better road grip and is easily renewed.

Over the last five or six years I cut about 30 or so pieces, leaving me with 15 walking sticks and around 15 thumb sticks. I did not really need the latter, most of which were sold to local gift shops for £5 or £6 each.

The thumb-stick is best suited to the young and energetic walker who wants some help in covering stretches of rough country. It is for the hiker, the long-distance man who thinks of miles per hour. The walking-stick, on the other hand, is for those of mature age. It is a product of dense thickets, often showing the scars, sometimes very deep, of its fight just to survive.

A glance at any stick will tell you immediately what sort of passage it has had through life: the phase of smooth uninterrupted growth as well as the friction inflicted by other vigorous stems in the upward drive for sunlight. There is an understanding and mutual respect between a man and his stick. Before long, it ceases to be a mere prop and becomes, instead, a true companion.

Chapter Three
The BLAZER SALE...

BERTIE MADE GOOD SPEED THAT NIGHT... HE WOULD BE THERE JUST BEFORE SUNRISE TO BE FIRST IN LINE...

...HAS STARTED

For your nearest Blazer store telephone 081-749 1251

RALPH LAUREN
HOME COLLECTION

SALE

Save 30% to 50%
on a wide variety of
bed linen and towels
for the home

HARVEY NICHOLS
KNIGHTSBRIDGE LONDON SW1 071 235 5000

BOOKS

Europe's adolescent identity crisis

Jackie Wullschlager is enthusiastic about a provocative cultural history

FROM *Sons and Lovers* to *Lolita*, from the Beatles to Barbie dolls to pop art, will our century be remembered as the age which glorified adolescence, just as the Victorians idealised childhood?

Cyril Connolly, in his famous description of the "permanent adolescents" who emerged from Exoni, claimed that the British public school produced a ruling class "adolescent, school-minded, self-conscious, cowardly, sentimental and in the last analysis homosexual".

John Neubauer, in this engaging account of how the idea of adolescence entered western culture at the turn of the century, casts the net wider to suggest that adolescence became an obsession in literature, painting, psychology, sociology and pedagogy across fin-de-siècle Europe.

Inspiring cultural icons in English, French and German.

This is first class, provocative cultural history. The term adolescence, seldom used before the end of the 19th century, became trendy among psychologists in the 1900s. Around the same time a bery of bewildered and narcissistic teenagers entered literature – in Thomas Mann's *Tonio Kröger*, Robert Musil's *The Confusions of Torless*, Colette's *Clau-dine à Paris*, Joyce's *Portrait of the Artist*, where Stephen Dedalus is caught, like most of the others, in a conflict of the bourgeois versus the Bohemian.

The fragmented form of modernism, suggests Neubauer, is particularly suited to representing the fluctuations and divisions of the adolescent mind: it is also, like teenagers, self-conscious and often nar-

THE FIN-DE-SIÈCLE CULTURE OF ADOLESCENCE

by John Neubauer

Yale £18.50, 288 pages

sistic in style. The portrait of the emaciated girl with frightened eyes staring out of Munch's *Puberty* (1895) is a landmark in the painterly treatment of adolescence. The pain of transition, the embarrassed girl hiding her body, the dark shadow behind her symbolising male sexuality, all the themes which Kirchner, Kokoschka, Heckel and other expressionists developed are there.

Pechstein, who recruited teenage models to pose nude on a riverbank near Dresden, was arrested while his subjects had to swim to an island to

avoid the local police. And Egon Schiele's drawings of pubescent girls, suspended in a vacuum, unmitigated by Kokoschka's backgrounds or Klimt's decoration and often homoerotic, got the artist thrown into jail. Yet the adolescent identity crisis became almost a signature of fin-de-siècle Viennese art, reflecting a doomed Habsburg heritage.

In England, meanwhile, the lush Edwardian summer was continuing with those idylls of innocence, *The Wind in the Willows* and *The Secret Garden*. Neubauer does not mention them, but explores how the garden, a symbol of childhood, gives way to adolescent settings: the playing field or the room of one's own, the crustacean defence of Torio Kruger. The literature of adolescence is about banishment from the garden – the lost domain of

Alain-Fournier's *Grand Meaulme*. Instead, sports field culture brings cliques and peer pressure: boarding school stories, Kipling's *Stalky & Co*, Gide's more menacing gang in *The Counterfeiters*.

The imperialist answer was male bonding – Baden-Powell's Boy Scouts and the German Wandervogel were just two of many adolescent groups founded around 1900. Much has been made of the Wandervogel as fodder for Hitler, but Neubauer shows that both groups shared a balance between militarism and a nature-loving interest in the outdoors. I would have liked a more anecdotal approach in such places: Baden-Powell, the "Boy Man" used to sneak round to Charterhouse to watch naked youths being photographed, and saw Peter Pan on successive nights because the eternal

boy so moved him; did his continental equivalents have similar habits?

There would also have been room here for some exploration beyond the rigorously aesthetic which Neubauer does so well. The Edwardian cult of the young man, for instance, almost certainly contributed to the enthusiastic response to war in 1914. Rupert Brooke's famous sonnet welcoming the outbreak of hostilities "as swimmers into cleanness leaping" suggests that, for the former public schoolboy in a culture which made a privilege of youth, there was nowhere else to go but boyish martyrdom: were there parallel cultural forces elsewhere in Europe? Such questions pay tribute to Neubauer for opening up in this book a fascinating topic with impressive range and an easy and lively erudition.

FT Children's Book of the Month
Strangers in a strange land of wonderment

Michael Glover hails a fruitful novel of imaginative tension

THE GUYANENSE poet John Agard once called the interior of his own country "a hinterland of wonder". What he was trying to express by that evocative turn of phrase was the imaginative implications of having been born in a place that consists of a narrow coastal littoral, relatively easily and quickly tamed by all the marvellous resources that human beings seem to have at their disposal and, at its back, an untamed and inhospitable interior – rainforest, mountains, impenetrable jungle.

Agard would argue that such contrasting physical features are an imaginative resource whose value and importance to the writer are inestimable. All he or she knows is that it is there, within and without, that other world at one's back, just as surely as those forces of unreason that make war upon our own sense of order and propriety, just as certainly as the lid is locked in perpetual combat with the superego.

Australia is such another place, a world where the sophisticated society of Sydney rolls abounds with a timeless Aboriginal heritage, and that fiction has helped to nurture a crop of remarkable children's novelists over the past 30 years.

These include Ivan Southall, known for his compelling and often intellectually demanding adventure stories set in the Australian outback; Patricia Wrightson, whose books have included successful experiments in science fiction and fantasy; and, among a younger generation of authors, Judith O'Neill, whose novels for older readers have included *Deepwater*, the story of a young girl growing up in a small, tightly-knit community that is riven by jealousy.

All these writers show an awareness of that fruitful imaginative tension between outback and coast; between the claims of the Aboriginal and the often rapacious demands of the civilising settler.

In Judith O'Neill's case, the story is given an extra twist by the fact that her great-great-grandfather, a shepherd and crofter, originally came from the Isle of Skye, and emigrated with his family to the new Colony of Victoria in 1852. This is the seed from which her new historical novel, *So Far From Skye*, a fictional account of the dispossession of the hundreds of Gaelic-speaking families that were obliged to emigrate to Australia in the 1860s, has grown.

To the people themselves, the terrible sequence of calamities in those years must have seemed like a re-enactment of the Book of Job itself: the blight (which destroyed the potato crop); famine; cholera; and then the Highland clearances themselves.

The book centres on the fate of the crofter Donald MacDonald (the name of Judith O'Neill's own relative) from Talisker, an upright, God-fear-

SO FAR FROM SKYE by Judith O'Neill

Hamish Hamilton £9.99, 244 pages

ing man of the Free Church, and his young family, but we experience it mainly through the eyes of Morag, his courageous and resourceful 13-year-old daughter.

First comes the terrible walk to Fortree, with the father carrying his beloved foot-plough and, at his waist, a pouch of black earth from his native village as a talisman. The ship itself, the *Georgiana*, is to sail from Greenock, and it is there that the family comes upon and adopts the ailing baby of a long-lost cousin who is dying of consumption.

On board ship, they are presented with gifts from the Emigration Society – a suit of warm clothes, a Gaelic song book and, most important of all, a large pair of black scissors for shearing off waist-long beards and tangled mops of filthy hair.

The message is simple: the savages are to be humanised, flavoured by the crudest of physical means, and later by teaching them the Queen's own English.

The three-month voyage is a terrible experience: days of unbearable sickness in which the families lie curled in their cramped berths, gripped by the twin miseries of leaving home and fear of the sea. The captain, a relatively enlightened man, recommends dancing as a cure for melancholia. Towards the journey's end the mood is lightened by an all-night calldh in which the old tales are retold and Alec Matheson rouses the party to a frenzy by scraping on his fiddle.

Morag is astonished to arrive on a balmy October spring day, with the air full of the scent of eucalyptus. This is not the soft, misty beauty of her own beloved Skye but a starker beauty, all brilliant colours and strong light. The final tragedy occurs when the families are divided up as if they were the spoils of war, but at the novel's close the Donald MacDonalds are beginning to find a sense of themselves in their new home, and Morag discovers in Kal-Kal an Aboriginal friend with whom she has much in common – a strange language; old, compelling stories; and a terrible tale of dispossession.

The historical novel, whether written for adults or children, has a poor reputation for improbable dialogue, stuffed with ridiculously anachronistic speech, inauthentic details, an unacceptable level of violence done to historical truth. Judith O'Neill has made no attempt to reproduce the quaint speech of her forebears. She has researched her material thoroughly and shaped it into a plain, convincing narrative that all good readers of ten and above will find both absorbing and highly enjoyable.

But where is the sauce?

IN ANY dispute over the founders of modern gastronomy, Jean-Anthelme Brillat-Savarin would almost certainly be a party – thanks to a small volume he wrote in 1825. Yet, as Giles MacDonogh's engaging if earnest portrait shows, Brillat's contribution to the culinary arts was distinctly unlikely.

In essence, Brillat was a rather chubby provincial who happened to live in interesting times. He came from an insignificant town called Belley, in the department of Bourg-en-Bresse, to the south and east of Lyons. Compared to other parts of France, this was a culinary as well as political backwater. With the exception of fine poultry and the fresh-water crayfish which teemed in local rivers and lakes, the area had little of gastronomic distinction to offer.

Brillat was born in 1755 into a relatively prosperous bourgeois family. He read law at the University of Dijon, was dabbled in other subjects, notably medicine and chemistry. He then embarked on the life of a contented provincial advocate. But for the Revolution, says MacDonogh, we might never have heard his name. In 1793, Brillat trotted off to Paris

BRILLAT-SAVARIN: THE JUDGE AND HIS STOMACH

by Giles MacDonogh.

John Murray £25, 348 pages

as the elected representative of the Third Estate to the Estates General. There followed a turbulent and risk-strewn career, during which he survived constant changes of regime.

All the while, he indulged his passion for food and wine. He also gained from exposure to a range of culinary cultures. A period in exile sent him to America. During the Empire, he mingled with Russians and other exotics. And, doubtless, he read the earliest almanacs and books to explore the notion of gastronomy.

Brillat's hugely influential *La physiologie du goût* was published a mere two months before his death in 1825. It was a commercial success from the start. MacDonogh is at his best describing the book's charms, its ecotism, its aphorisms and reminiscences which break up passages of otherwise indigestible science. Brillat deserves his biography. He perhaps deserved a saucier treatment.

Andrew Freeman

Why the real live spark is missing

Isabel Quigly has her hopes of an eccentric talent dashed

MURIEL SPARK'S name was put on the map by *The Seraph and the Zambesi*. She awoke one morning and found herself famous – at least among readers of *The Observer*, whose short-story competition she had won out of 6,700 entries. That was in 1951, and the story still seems memorable, containing the mixture of themes, moods and tricks that has characterised her fiction ever since.

With hindsight, even its title seems prophetic, the mystical and the exotic being coupled as they are in her personality and in everything she writes. For however much she may make literary use of the facts of her life – people, situations, places – she is no realist: her strength lies in the bizarre, the unexpected, the contrived, in the sheer quirkiness of her vision, a sort of psychic squint that distorts, often beguilingly, the everyday world and our boringly accepted expectations and emotions.

Which may explain the disappointing result when she recalls her life straight, in an autobiography. For the Spark view to work its magic, as it often does in her fiction, we need to know that there stands between her and us an acerbic irony, that glinting, glittering eyesight that dazzles and blurs, that combines the sacred and the profane, that shocks and delights and never quite gives away where the author stands or what is expected of the reader.

The first half of *Curriculum Vitae* deals with childhood and adolescence in Edinburgh. It is hard to pigeon-hole the family socially: of modest means and ambitions, it seems to have been happy and hospitable. That the remarkably gifted daughter left school for dull secretarial jobs without a university, seems to have worried no one, not even the daughter, born Muriel Camberg. Her father and her maternal great-grandfather were Jewish, and her son, as she puts it, "decided to be a Jew".

Her mother's family, with the exoticism of unpronounceable names of Uezzell, kept a small general shop in Watford. The early years are recalled affec-

CURRICULUM VITAE by Muriel Spark

Constable £14.95, 213 pages

tionately, with attractive titbits of social history. Fans of Miss Jean Brodie will relish the account of the schoolmistress on whom she was closely based, Miss Kay, clearly a spellbinder, even if she planned a picture of Mussolini's marching Fascists up in the classroom.

But in all this there is nothing very remarkable. Anyone born in 1918 is bound by now to have things of social interest to recall, and the long-winded recollections of school are, apart from the specialised interest of the Miss Brodie original, not all that different from Old Girls' accounts of teachers and jolly japes in school magazines.

Then comes adult life, and here the inability to treat facts satisfactorily is startling: all the more so when you have read how carefully (memory being the weak and gullible thing it is) Spark treated her past and how determined she was to use nothing unsupported by documentary evidence. On the one hand, there is a reserve that suggests autobiography is impossible, a lack of candour about almost everything important, certainly every close relationship, on the other, a mass of detail, trivia, self-justification and petty retrospective revenge.

A long section is devoted to Spark's editorship of the *Poetry Review* and her stormy relations with the Poetry Society. Old scores are settled 46 years on, old letters quoted at length, old battles refought, and an often embarrassing retrospective view of the author as wronged heroine (young and without, as we are told in so many words) makes one wonder how someone so obviously aware of others' reactions can play into her readers' hands, raising hackles, arousing suspicion of motives and memories.

If they had been seen askew with the fictional Spark eyesight, that magical, malicious blend of skulduggery, spirituality and exact detail, and without personal, acknowledged



From *The Aerial Atlas of Ancient Crete*, a sumptuous volume edited by J Wilson Myers, Eleanor E Myers and the FT archaeology correspondent Gerald Cadogan (Thames & Hudson, £48, 316 pages) – a definitive survey of the archaeological sites of Crete based on balloon photography

involvement, these years might have made a dazzling story: her picture of Marie Stopes, for instance, is Swiftian in its venom but spoiled by complacent comparisons between the appalling old woman and her own fresh and perky young self. Snuggles, even at a distance, is never a pretty sight.

Then there is the lack of exploration about almost everything. At 19, Muriel Camberg became engaged to a man she met at a dance and knew little about, with the fictional-sounding name of Sydney Oswald Spark, "or S.O.S., as we called him." "It was a disastrous choice," she tells us. "...The poor man had mental

problems, not obvious at the time." And that is more or less all. Of the marriage, which soon crumbled, and the son it produced, we are told almost nothing. When the child was five, he was left in the care of nuns in Rhodesia, while his mother took off for wartime Britain: "My plan was to prepare for Robin to go and live with my parents, who were pining to have him." Eighteen months later, he arrived and his grandparents took him over. Of what his mother felt in all this we are told nothing.

The writing itself is disappointing – names often repeated where a pronoun is needed, punctuation inexact, a

general air not so much of fluency as of carelessness. Certain words pull one up: "boyfriend," for instance, anachronistically and even confusingly used in the 1940s and 1950s. Descriptions are often so vague as to be meaningless: "a young, very pretty and natural woman," "a fine couple from Mauritius," "a clever English society woman." Spark has said that she writes as if addressing a friend and there is much in human terms to recommend this, for warmth, immediacy and simplicity. But even letters to friends, however unpretentious, should surely be stylistically a pleasure.

So, all in all, a case of hopes dashed, for the thought of an autobiography from such a hand had raised them high. This is the first volume, taking us just over halfway through the life, with Spark on the brink of fame and fortune and expatriate life, rocketing into the curious world of international celebrity. All this her novels have richly deserved: for wit and originality, variety and inventiveness, they have no current equal. Their world is conjured outside and beyond the humdrum one of facts and events; on what merely happened in real life her gloriously eccentric talents, it seems to me, are wasted.

The frontiers we are left to explore

Gary Mead picks four books which find new areas of discovery

IN VERY different but equally successful ways these four books disprove the notion that there is nowhere fresh to travel for exploration and adventure. Simply travelling up the Orinoco by dugout canoe is no longer enough – there must be a point beyond casual adventurism. What is left to discover is a sense of history, and an understanding of the self.

Douglas Kennedy prefers to explore a metaphorical rather than literal jungle, tracking down the semi-wild beasts who inhabit the trading floors of the London, New York, Budapest, Sydney, Casablanca and Singapore bourses.

As a man who admits to being regularly short of the rendies, Kennedy is fascinated by those who spend the bulk of their lives making fortunes through the high-stress, high-fallout business of trading bonds, futures and other secu-

rities. He discovers that the majority of his encounters are with sad people who vaguely sense that they are missing out, though what it is they are missing neither they nor Kennedy quite pins down.

Perhaps they would have been even more unhappy without their fabulous wealth? In any case, although Kennedy chases mammon with vigour, the god's secret mysteries entirely evade both him – and the reader.

The traveller who craves discomfort, difficulty and oddness is faced with an ever-shrinking world. But in desperate times one can always head towards Asunción, Paraguay's steamy capital.

Ben Macintyre tracks down the squalid remains of the anti-semitic colony established by Elisabeth Nietzsche (sister to Friedrich) and her suicidal husband, Bernhard Förster in 1886, hundreds of kilometres

north of Asunción. There, at a spot they called New Germany, the pathetic handful of social misfit would-be colonists tried to eke out a living in a jungle which seemed to permit only one crop – yerba, the leaves of which are infused to create a mildly intoxicant tea. But an uncomfortable trip up the Paraguay river to find the crumbs of a 100-year-old settlement of crazies would be thin stuff, what gives the book the extra frisson is the Nazi claim that the philosopher Nietzsche inspired the national socialist movement.

Friedrich Nietzsche's hatred of anti-semitism is well-documented by earlier writers and Macintyre has no really new light to throw on that issue. But he carefully tracks the steps of Elisabeth Nietzsche, a thoroughly sycophantic charlatan and fraudster, and he writes with grace and humour. When he finally arrives in New

Germany he discovers a profound irony: despite once having provided sanctuary for Hitler's eugenic expert, Josef Mengele, the colony's determined in-breeding has produced drooling half-wits, hastening its extinction.

In the course of travelling across the Soviet Union by train from Beijing in 1990 Mary Morris hears of the Chernobyl nuclear accident. Intent on tracking down the spot near Kiev where her grandparents lived, Morris abandons that when she realises she is pregnant. She then continues her train journey through Poland and into a pre-united Berlin.

Suspicious readers might, from that sketch, imagine we are into the special preserve of personal psychotherapy via Rough Guides to former socialism. But that is unfair to what proves to be a memorably touching documentary of a woman's brave decision to

travel alone in very difficult places. Morris has some ghosts to exorcise, and she does so with remarkably clean, polished prose. Along the way there is a collection of useful reminders of the infuriating bureaucratic pains – as well as rare pleasures – involved in travelling off the beaten track.

Besides being assistant keeper for north and west Africa at London's Museum of Mankind, Nigel Barley is clearly a humorist manque. His excuse for a romp through Indonesia and Malaysia is to track the steps of Sir Stamford Raffles, who added to his explorations of Java and Singapore the founding of London Zoo – all before he died, aged 45, in 1826.

Like Morris, Barley is as concerned to explore current society and his reactions to it as to delve into the past. His putative subject – Raffles – is not something to be fixed in

CHASING MAMMON – TRAVELS IN THE PURSUIT OF MONEY

by Douglas Kennedy

Harper Collins £14.99, 207 pages

FORGOTTEN FATHERLAND: THE SEARCH FOR ELIZABETH NIETZSCHE

by Ben Macintyre

Macmillan £17.50, 256 pages

WALL TO WALL: FROM BEIJING TO BERLIN BY RAIL

by Mary Morris

Hamish Hamilton £14.99, 259 pages

THE DUKE OF PUDDLE DOCK

by Nigel Barley

Viking £16.99, 276 pages

place like a dead moth; but wriggles and twids beneath the probing pin, changing according to circumstances and viewpoint. The pleasure of all four books is that they do not just record history; they capture it moving beneath our feet.

BOOKS/ARTS

Science Fiction

Move over cyberpunk, here comes feminism

IF ANY evidence of the genre's extraordinary vitality was needed, it was supplied in spades by Arthur C. Clarke's recent birthday celebrations in Somerset. The great man flew from Sri Lanka to fete his 75th anniversary at his birthplace in Minehead. The week-long party attracted more luminaries of science fiction than you could shake a zap gun at. The Minehead Space Age Festival comprised a tribute to the man who foresaw the era of the geostationary satellite.

What would the author of 2001: A Space Odyssey make of the season's new offerings? One novel dominates the vista. Marge Piercy's *Body of Glass* (Michael Joseph, 408 pages, £14.95) elevates its author to the pantheon of *housie SF* alongside Doris Lessing and Ursula LeGuin. *Body of Glass* is an outstanding novel in its own right.

The reviewer's reflex, confronted by a novel of this scope and size, is to drone on about the Hobbesian vision of the future it depicts; how it represents a *tour de force* of cyberpunk set pieces (such as the combat inside the computer; the clash with the organ pirates) et cetera.

All this, in the case of *Body of Glass*, would be true, but Piercy's true achievement is to have written a sensitive contemporary novel about a woman assimilating the heartbreak of a failed marriage and scheming to recover custody of her son, and to have done so within the framework of the male-dominated sub-genre of cyberpunk. Now, that is extraordinary.

Body of Glass is a remarkable novel, chiefly because it represents a woman invading the male turf of cyberpunk, the principal SF fashion of the 1980s, and rehabilitating it to convey a post-feminist vision. Cyberpunk's universe, in which computer hackers invade the booby-trapped databases of hostile corporations, and software entertainments plugged directly into the brain keep humanity satisfied and docile, will never be the same. What gives this novel its edge is the depth of feeling and experience from which characters and incidents spring. The novel's vision of a ruined earth dominated by high tech multinationals is interwoven with a parallel narrative about a rabbi

sonner's creation of a golem to protect the Jewish ghetto of Prague in 1680, when the Counter Reformation was in full swing. That juxtaposition, oddly effective, sets up touching and thought-provoking resonances.

The denouement of *Body of Glass* would bring a tear to even a cyborg's eye. I have not read a more disturbing or moving novel about an artificial intelligence since Mary Shelley's *Frankenstein*.

Anvil of Stars (Legend/Century, 442 pages, £8.99) consolidates Greg Bear's reputation as a writer capable of audacious imaginative leaps. In *The Forge of God*, he destroyed the Earth, but ensured that beneficent aliens saved many of Earth's children. *Anvil of Stars* describes the odyssey of revenge upon which 82 of those children embark to find and to annihilate the advanced alien civilisation responsible.

Greg Bear has that rare gift: the ability to evoke the truly strange and render it plausible. His aliens are truly alien: the

Martin Mulligan finds a fantasy classic that Arthur C. Clarke would have been proud of among a plethora of new releases

Brads, for example, are colony organisms resembling a mass of intelligent spaghetti, social beings down to their constituent cords. They communicate by releasing a range of odours. They are somehow extraordinarily likeable. At no point in *Anvil of Stars* does the suspense flag or the characterisation lapse.

Colin Wilson's *Spider World: The Magiclan* (HarperCollins, 245 pages, £14.99) deserves mention for its curious value. Colin Wilson, the former populariser of existentialist theory, who wrote *The Outsider* in 1958, now writes science fiction for the mass market. Life is strange. So is the plot line of this volume, which concerns the efforts of the human Niall to find the murderers who jeopardise his peace treaty with the planet's dominant

race of giant spiders, the so-called arachnids. A friend perusing *Spider World* shortly after the UK election deplored the absence of fuller details about arachnid political relations (do the spiders perhaps inhabit a Colweb of Independent States?).

Elsewhere, the darker side of Romanticism makes a comeback. Two recent manifestations of it are *Greenmantle* (Pan, 328 pages, £4.99) and *Yarrow* (Pan, 244 pages, £7.99) by Charles de Lint. These sylvan idylls-with-a-difference have a disquietingly sinister element. The psychological premise of these novels about city dwellers being stalked, possessed, even devoured by the pagan spirits of ancient forests is straightforward. The more civilised, sophisticated, and pent up in the metropolis our lives become, the more we yearn for imaginary pastoral and rustic simplicity, and myth and folk tales acquire a special magnetism. Such urban-rural tension can now be exploited as never before and takes strange shapes on the mass market.

So far so good, but what spoils Charles de Lint's at first appealing fiction is the gratuitously nasty erotic element. The writing seems paced so as to caress the reader's sensibilities, then to shock, and finally to inebriate with vagueness. The formula leaves an unpleasant aftertaste which put me in mind of the words of the critic F. L. Lucas in *The Decline and Fall of the Romantic Ideal*: "I loathe this view of literature as a shelf of bottles each with a different brand of alcohol inside."

The antidote, mercifully, is also close to hand. Terry Pratchett's *Small Gods* (Goldman, 273 pages, £14.99) extends his Discworld series even further along its comic axis. Laugh? I nearly passed my cigars round. The antics of Brutha, the Chosen One, and his temporarily embarrassed god, Om, who is accidentally marooned in the body of a tortoise, make Charles de Lint's leafy pagan fictions seem stilted by comparison. If you are unfamiliar with Pratchett's unique blend of philosophical badinage interspersed with slapstick, you are on the threshold of a mind-expanding opportunity. If you have already entered his Discworld, you have another treat in store.

sprawl, it embodies, even as it claims to challenge, that uncontrolled common known as the entertainment industry.

One star flung way out of orbit by it was Marilyn Monroe. The Marilyn factory is at it again on the 30th anniversary of her death. Is there any conspiracy material left to find or invent? Yes indeed. Of the first two books into the shops, Jane Ellen Wayne's *Marilyn's Men: The Private Life of Marilyn Monroe* digs up an early hand and swears him in on his witness stand. Book two, *Marilyn: The Last Take*, probes the poor girl's final weeks in exhausting detail.

Wayne's book, written in tabloid prose, dubs Monroe "tragedy's child" and presents her as a victim of the casting couch who in her "hunger for love" became addicted to her own humiliation. But rather than exploring the complexities of Monroe's personality, the book merely pastes up the old scandals, along with new asides from the ex-spouse.

Pete Brown and Patte Barham have done more homework, but they too end up with tunnel vision. They see government conspiracy everywhere, in an unlikely alliance with 20th Century Fox. That studio abandoned the star's last film, *Something's Got to Give*, when an already unreliable Monroe dashed off to sing "Happy Birthday" to JFK at Madison Square Garden. Fox was already in trouble with *Cleopatra*, as the authors explain at excessive length: sometimes the book reads like a Taylor Biography.

Also, poor Marilyn. Whether she killed herself or was murdered, she was already well advanced on the road to destruction. My theory is that she was a frail soul exposed too long to the stroboscopic life of the superstar that merciless alternation between mega-watt attention by day and lonely self-confrontation by night. Few but those fortified by their own ambition and narcissism can survive. Marilyn Monroe, to her credit, may have had too little of either.

Nigel Andrews

Off the Wall

A festival that flourishes for the fully-funded Finns

IT IS OBVIOUS, really: if you want to start a flourishing opera festival, choose the most remote spot and avoid public funding. All the opera houses in trouble seem to be heavily subsidised buildings in the midst of a vast catchment area.

In the UK, Glyndebourne excels among the downland sheep of Sussex, and in Finland the Savonlinna Festival, by the Russian border in dreamlike lake country, is this month celebrating 25 successful years.

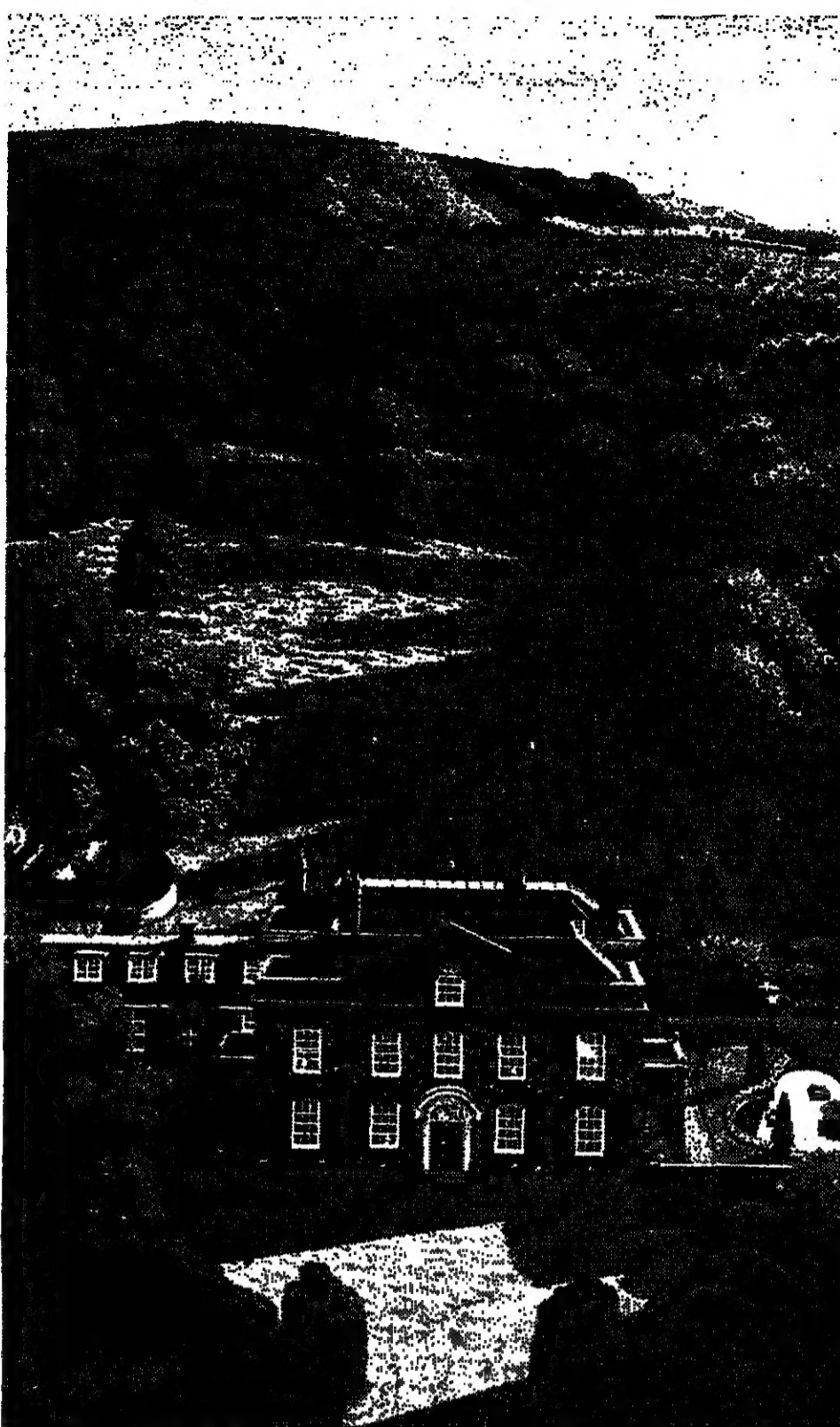
Savonlinna tries hardest. As you idle by the water in the attractive holiday resort you are approached by one of a brigade of young lads selling tickets, at up to £50, for that night's performance. There are 2,500 seats to be filled, and with the Festival dependent on box office, and its marketing activities, for almost 90 per cent of income, there is every incentive to whip in an audience.

Most need little persuasion. Although eastern Finland is hardly on the music lover's Grand Tour, Savonlinna has one unrivalled asset: its performances take place in the grandest of Scandinavian castles. Olavinlinna was built in the 15th century to keep out the Russians. It did not always succeed but it managed to avoid a heavy pounding. Its courtyard, covered by an awning, today seats an opera audience, while the singers perform against the wall of the keep.

Without the castle there would be no opera in Savonlinna. Indeed, it was as a symbol of Finnish resistance and independence that the first Festival was held there in 1912. Finnish music, especially patriotic opera based on folk lore, played a key role in developing the national consciousness which secured independence from Russia in 1917 when the Government in St Petersburg had other worries. In the five brief seasons before the Great War the audience negotiated a perilous channel which separated the castle from the mainland. Some opera lovers were swept to their deaths in their quest for music. Today a bridge leads to the island.

Modern Savonlinna started in 1967 as a modest summer music school. Today it is a power house of the opera world. It has helped promote the works of Finnish composers like Kokkonen and Sallinen while developing an international dimension. This month the Opera Ebony from New York presents *Form and Fear*. Its large box office takes enables Savonlinna to pay composers well: it is a rewarding commission.

With such a location Savonlinna has a weakness for operas (and they are not rare) with castellated settings. This season it has revived the classic fortress opera *Fidelio*, but the popular favourite, brought back this July by public demand, is *The Magic Flute*. This 30-year old production, directed by August Everding and sung in Finnish, has come to epitomise opera, and the Festival, for many, it is like an annual pantomime favourite: old timers complain that the



Kirkby House, Inkpen, by Jonathan Warrender, an artist selling well in Bond Street

fixtures and fittings are not as glamorous; the costumes not as brilliant; the thunder and lightning not so clamorous as in the past, but on first view this is a light-hearted *Flute*, which speeds merrily along.

There are idiosyncracies which cause some lip biting -

the blacked-up Moors seem out-dated and the three boy cupids are less than magical in jeans and Red Indian head-dresses. But Jorma Hynninen, the artistic director of the Festival, has wisely cast himself as Sarastro to provide a solid heart to the opera.

As well as popularising Finn-

ish composers Savonlinna, like Glyndebourne, breaks unknown singers. This season's find must be Soile Isokoski, a thrillingly voiced Pamina. The Festival is also bolstered by the freak good fortune of a superb acoustic and the fact that professional Finnish musicians and singers are happy to take a

working holiday in the orchestra and the chorus.

Finnair offers a package from Helsinki which flies you to Savonlinna, provides you with a ticket, a dinner in the castle, and a flight back for £190 - just about the sum you will pay for (perhaps) seeing Pavarotti at Covent Garden.

Isn't it time for an end to the bailing of Jeremy Isaacs, director of Covent Garden? Talk of disquiet among his board, and the opposition of the UK's Heritage Minister, David Mellor, has been overdue. In the last few months, helped by a run of artistic successes, Isaacs's position has strengthened.

He is prepared for another stint at the Opera House when his contract expires in 18 months, seeing the House through to its 1997 closure for re-building. Both Isaacs and Mellor are playing down any differences between them. If Isaacs can persuade his staff to accept a wage freeze in 1993, without precipitating a revenue-wrecking labour dispute, his position will become even more secure.

Perhaps the problem with the art market is not reluctant buyers but misguided gallery owners and artists? While some big galleries have failed to sell a picture in two months, Deborah Gage of Bond Street had disposed of 46 out of the 50 works on offer in her summer show, which ends next Saturday.

The artist on display is Jonathan Warrender, who paints bird's-eye views of some of the grander British country estates. Warrender has revived a tradition last popular in the late 17th century when the new rich liked artists to capture every sheep, every servant, in their charge. He has tapped a generation of estate owners willing to pay more than £30,000 for a minutely accurate pictorial audit of their holding. At Deborah Gage's gallery are 17 such panoramas (not for sale) plus 50 preparatory sketches which are on offer, mostly for under £1,000.

Among the houses immortalised are Stowell Park, the home of the Vestey family, Courtenay, where the Wakes have lived for centuries (the current Sir Hereward is just glimpsed on the canvas exiting left, a tiny dot taking his horse for a canter) and Cawdor castle in Nairn. Surprisingly, many of Warrender's commissions come from old families. He spends summer months familiarising himself with the properties, down to the sheep dogs and garden parasols, and completes the scene in his studio in the winter. His latest commission is municipal - in the gallery the town of Ayr is taking shape, immortalised on a summer's day in 1952.

Obviously Warrender appeals to a conservative, ordered, view of art, a view with a large following of collectors who keep the faith while patrons of contemporary art lose confidence as the critics lead them on to yet another spiritual dead end.

Antony Thorncroft

Emerald City blues

"WHEN I first saw *The Wizard of Oz*", claims Salman Rushdie, "it made a writer of me." Can he ever forgive it? To Dorothy, to Toto, to the Cowardly Lion, he owes his exile from human society, from which he now sends a love letter - or a cast-away's note in a bottle - that sees print as one of four pilot volumes in a new series of "BFI Film Classics."

Rushdie's 64-page essay on *The Wizard of Oz* joins Fenelope Houston on *West The Day Well*, Edward Buscombe on *Stagecoach* and Richard Schickel on *Double Identity*. Three great films and a British curio, Houston picking the Graham Greene-based wartime thriller about Nazis infiltrating an English village.

The books are a splendid start to the series of 360 movie monographs promised: part of a tie-in enterprise with the National Film Archive aimed at celebrating a pantheon of world cinema. Fashioned on an all-you-need-to-know principle - production history, critical analysis, popular response - the style is flexible enough to allow each author to write to his/her strength.

No doubt the volume quickest to be whittled down in the bookshops will be Rushdie's. Such is the fame of the fabled. His essay exists on a more mystical plane. Instead of seeing one film in *The Wizard of Oz*, Rushdie sees a dozen. A film about childhood, about Hollywood, about good and evil; a film that embodies for him the West's answer to the garish Hindi musicals he grew up with.

Rushdie likes fancy and surmise as much as provable fact. He perpetuates the doubtful tales of mumpkin actors running amok in Hollywood. At the end he launches into a series of *Wizard of Oz*-inspired prose poems - if anyone

BFI FILM CLASSICS

BFI Publishing, £5.99

GEORGE CUKOR: A DOUBLE LIFE

by Patrick McGilligan

Faber £16.99, 392 pages

MARILYN'S MEN: THE PRIVATE LIFE OF MARILYN MONROE

by Jane Ellen Wayne

Robson Books £16.95, 236 pages

MARILYN: THE LAST TAKE

by Pete Brown and Patte Barham

Heinemann £17.50, 486 pages

should have his poetic licence extended rather than endorsed, it is this writer.

"A minor book full of fourth-rate imagery," thus George Cukor on *The Wizard of Oz*, soon after he was hired and fired as one of its four directors. But then a fairy tale like *L. Frank Baum's* was perhaps too close to home for this filmmaker. As biographer Patrick McGilligan explains in *George Cukor: A Double Life*, Cukor was Hollywood's only major gay director and "that fairy" was a frequent *cassus belli* comment prompting a bust-up with a star or Cukor's exit from a movie. Most famously from *Gone With the Wind*, which he left after Clark Gable objected to his spending more time fussing around Vivien Leigh and her wardrobe than honouring the film's action and spectacle elements.

But what would one expect from a man who made the best women's pictures in Hollywood history? Garbo in *Camille*, Hepburn in *The Philadelphia Story*, Garland in *A Star Is Born*: all excelled in the intelligently cooing conditions Cukor created on set.

McGilligan's only faults are that he overdoes us on the gay title battle, and like every Cukor apologist he overstates the case for *A Star Is Born*. Less a masterpiece than a glamorous melodramatic

Radio

Your starter for ten

FOR THOSE still able to get a laugh out of finance, Radio 4 has devised *The Board Game*, Mondays, repeated late the following Sunday - a quiz like the sports quizzes, where players are more likely to score with an able memory than an ace service. Here are some sample questions.

To what financial figure would you ascribe this extract (actual) from a speech? What is meant by red bits, me-too products, PIMS? How do you interpret the body-language of applicants for jobs? How will you explain your apparently disloyal behaviour? Neil Koenig, the producer, knows what he is about, and the players are quick on the ball.

On Thursday Radio 4 gave us *Blood Sports for Girls*, about the games they play at school. Girls between 12 and 16 were quite honest with reporter Sara Parker about their uncharming acts, which were not to do with sex. Gangs would pick on special victims and accuse them of some nasty, or silly, quality, real or imaginary. Friendships or dislikes might be virtually enforced. The object in every case was the frank wish for power.

The programme, cleverly produced by Tessa Watt, struck me as a nature programme as much as a social comment. But on the previous day, the front page of our local paper was given over to the case of a girl so badly bullied at her school she had to be taken away. She had suffered blood sports as beastly - worse even - as those in the programme. It is not for me to comment on such things. I

leave it to Esther Rantzen. Does Radio 3 want to counter the weight of the Proms with extra light drama? The last two weeks have been awfully trivial. I wrote last week about the Sunday play, *Burn the Amelid*. This week we had *Antrobus* and the *Lion* by David Stafford, one of a pair of "Unmade Movies" another next week.

It is unmade because David Selznick, wanting a star writer to do his script for *Gone with the Wind*, bet Sam Goldwyn he will get Bernard Shaw. What is more, Hazel Antrobus, the cat-burglar caught in his house, will get him to do it. So indeed she does, as a parody of Liza from *Pygmalion*, supported by Loewe's music from *My Fair Lady*. It was well played, but even Jeremy Howe's direction could not make it bearable.

The previous evening we had *Two into Three*, wrapped around the Prom. In the first 20 minutes, Tudor, a fat retired policeman, goes to the Prom to pick up a woman. Silly Pamela, who has had trouble arriving, sits by him and agrees to have a drink in the interval (another 30 minutes). He tells her about having accidentally arrested Sir Adrian Bout; she tells him about her creative writing course and her preference for boxing over music. They hear RWV's *Symphony* and go to supper in a local restaurant (a final 40 minutes).

Their talk lapses increasingly into fantasy, often BBC-based, sometimes sexual but not mutual. The writer is Peter Tinniswood, whose talent is to invent amusing characters and find things for them to do. He has hung a load of potential

comedy on Tudor and Pamela (Richard Griffiths and Elizabeth Spriggs) but given them nothing funny to say. John Tydemann directed.

The quarterly complaints bulletin from the Radio Authority is interesting. Of 31 complaints against independent stations, only five were upheld, two of them with reservation, and seven out of 18 complaints against advertisers. Five listeners complained that Sunrise FM (Bradford) broadcast in Urdu, not in other Indian dialects; 980 listeners signed an identical complaint. Spectrum Radio (Greater London) had dropped a programme on Afro-Caribbean matters, and appealed one listener with an "occult" programme in Arabic. An LBC presenter had imitated an Asian accent. Every ethnic community must have its own station everywhere.

B A Young

ST. JOSEPH'S HOSPICE

MARE ST. LONDON E8 4SA

(Charity Reg. No. 211223)

"God's nobility" was how our foundress described the dying poor of long ago. The poverty has declined but the sick and the suffering are with us always. So is your inspiring support in these anxious times. May God reward you for your vital gifts.

Sister Superior.

DIVONNE-LES-BAINS

CALENDAR 1992

9 AUCTION SALES

FROM 24 JULY TO 9 AUGUST 1992

AT 9.30 P.M. ON:

FRIDAY	JULY 24	JULY 31	AUGUST 7
SATURDAY	JULY 25	AUGUST 1	AUGUST 8
SUNDAY	JULY 26	AUGUST 2	AUGUST 9



MOISE KISLING (1891-1953)
LA FÊTE DES FLEURS A SAINT-TROPEZ (1917)
Oil on canvas - Signed at lower left
75 x 54 cm; 29 3/4 x 21 1/4 inches

SALONS DES GRANDS HOTELS

DU CASINO

DIVONNE-LES-BAINS

01230 FRANCE

During exhibitions and sales:

TEL.: (33) 50 40 34 44 / 36 / 45

FAX: (33) 50 40 34 24

EXHIBITIONS:

In the lounges of the Grands

Hôtels du Casino

From Wednesday July 22, 1992

to Sunday August 9, included.

Every day from 10 a.m. to 1 p.m.

and from 5 p.m. to 9 p.m.

Catalogues, information,

estimates and bookings from

Tuesday July 21 on location.

Old and modern jewelry and silverware
Far East from important collections
Modern paintings
School of Paris
Homage to Kissing
Contemporary paintings
Folklore
Herbier Manessier
Zao-Wan-Ki
XIXth century oriental paintings
Modern sculptures
Objets d'art and fine furnishings (XVIIIth century)
Numerous prestige signatures
Old carpets
Tapestries

In the presence of

Maitre Marc-Arthur KOHN

Auctioneer in the Ain

Département (France)

Graduated from l'Ecole

du Louvre

1 bis, rue du Général-Debeney

B.P. 93

Hôtel des Ventes

91003 Bourg-en-Bresse Cedex

Tel.: (33) 74 23 30 18

Fax: (33) 74 22 10 25

ART GALLERIES

MARLBOROUGH 4 Albemarle Street, London W1, STEPHEN CONROY "Recent Paintings" 10 June - 26 July 1992 10-12.30 Tue-Thu 10-12.30 Fri 10-12.30 Sat

TELEVISION

SATURDAY

BBC1	BBC2	LWT	CHANNEL4	REGIONS
6.35 Open University. 7.25 News. 7.30 Halo Sparrow. 7.50 Baber. 8.15 New Lassie. 8.35 The Jokers. 9.00 Paralympic. 10.47 Weather.	6.40 Open University. 6.50 Film: Go Naked in the World. A war-weary soldier falls in love with a beautiful woman, unaware of her murky past. Starring Gina Lollobrigida and Anthony Franciosa (1961).	6.00 TV Am. 8.25 Film: The Legend of Young Turk. 11.10 The Smurfs. 11.30 The Mountain Bike Show. 12.00 The ITV Chart Show.	6.00 Early Morning. 10.00 Sign On. At Leisure. 10.30 Australian Rules Football. 11.30 Out-bowl. 12.00 Get Smart. 12.30 pm The Beverly Hills	ITV REGIONS AS LONDON EXCEPT AT THE FOLLOWING TIMES-ANGLES: 8.25 Emi and the Detectives. (1964) 1.05 Anglia News. 1.35 Chequered Flag. 2.25 The Corn is Green. (1979) 4.05 WCV. 4.30 WCV. 4.50 WCV. 5.00 WCV. 5.05 Anglia News and Sport. 11.55 Beauty and the Beast.
10.50 Olympic Grandstand. Introduced by Steve Rider from Barcelona. Including at 10.55 Cricket: England v Pakistan in the Fourth Test from Headingley, with commentary by Richie Benaud, Jack Banister, Tony Lewis, Geoff Boycott, Ray Illingworth and Asif Iqbal. 1.00 News. 1.05 Olympics: Previewing today's opening ceremony. 1.40 Cricket. 1.55 Racing from Ascot. At 2.00 The Wiltshire Diamond Stakes. 2.05 Cricket. 2.30 Racing. At 2.35 Princess Margaret Stakes. 2.40 Cricket. 3.10 Racing. At 3.20 King George VI and Queen Elizabeth Diamond Stakes. Commentary by Peter O'Sullivan. 3.30 Cricket. 3.40 Olympic Preview. 4.00 Cricket. 4.50 Final Score. Times may vary.	4.40 The Sky at Night. The Giotto spacecraft recently made a close study of the Grigg-Skjellerup comet. Patrick Moore and Dr. John Mason discuss the results. Shown last Sunday on BBC1.	1.00 ITN News. Weather.	1.00 Film: Green Dolphin Street. Period romance, with Lana Turner and Richard Hart. A Channel Islander emigrates to New Zealand and sends home for the wrong bride (1947).	BORDER: 11.10 Caravan Time. 1.05 Border News. 1.55 Chequered Flag. 2.25 Escape of the Ametryst (1957) 4.05 The A-Team. 5.05 Border News and Weather. 11.55 Steel. (1979)
5.00 News.	5.00 Cricket: Fourth Test, England v Pakistan. The third day's play from Headingley.	1.05 LWT News. Weather.	3.35 Scotland for Sport.	CENTRAL: 8.25 Emi and the Detectives. (1964) 11.30 Zorro. 1.05 Central News. 1.55 Chequered Flag. 2.25 The Broken Inheritance. 3.05 Monster Trucks - Racing to the Finish. 4.05 WCV. 4.30 WCV. 4.50 WCV. 5.00 WCV. 5.05 Central News. 11.55 A Soldier's Story. (1984)
5.10 Regional News and Sport.	6.25 News and Sport. Weather.	1.10 International Rugby. Australia v New Zealand. Coverage of the Third and final Test from Sydney.	4.05 The Peruvian Paso Horse.	GRAMADA: 8.25 Emi and the Detectives. (1964) 11.30 This is America. 1.05 Granada News. 1.55 Starlight One. (TVM 1983) 4.00 Superstars of Wrestling. 4.30 Rock Sport. 5.05 Granada News. 11.55 Steel. (1979)
5.15 Cartoon.	6.40 Columbus and the Age of Discovery. The Westward continues to retrace the explorer's route through the Caribbean. Columbus' crew expected to find gold on their travels in this area, but instead found a thriving native population who named them 'men from heaven'.	1.15 WCV Worldwide Wrestling.	5.05 Brooklands.	ITV: 8.25 Emi and the Detectives. (1964) 11.30 Zorro. 1.05 Central News. 1.55 Chequered Flag. 2.25 The Corn is Green. (1979) 4.05 WCV. 4.30 WCV. 4.50 WCV. 5.00 WCV. 5.05 Central News. 11.55 Steel. (1979)
5.20 Film: Summer Rental. John Candy stars in a comedy about one man's desire to enjoy his holiday despite the interference of rich tourists. (1985).	7.30 Elton John. Highlights of the rock superstar's Barcelona concert.	1.20 LWT News. Weather.	6.30 Tour De France. Stage 20: Blois to Nantes. 210km. Gary Imlach, Paul Sherwen and Phil Liggett present coverage of the penultimate stage.	NTV: 8.25 Emi and the Detectives. (1964) 11.30 Zorro. 1.05 Central News. 1.55 Chequered Flag. 2.25 The Corn is Green. (1979) 4.05 WCV. 4.30 WCV. 4.50 WCV. 5.00 WCV. 5.05 Central News. 11.55 Steel. (1979)
6.45 Olympic Grandstand. The opening ceremony from the Olympic Stadium, Barcelona, provides the colour and spectacle. Thousands of top athletes march into the stadium as 16 days of sporting action begin.	8.45 Rhythms of the World. The last programme in the series follows trumpet player Freddie Hubbard's attempt to recreate the music of Louis Armstrong's Hot Five, the epitome of early New Orleans jazz.	1.25 Splitting Jack. Another look at the synthetic stars of Splitting Image in memorable sketches from the 1950 series.	7.00 The World This Week. New series. Shereen McDonald hosts the international current affairs magazine, which returns with a new production team.	NTV Wales as NTV except No. 10.00.
10.10 News and Sport. Weather.	9.45 Video Diaries.	1.30 Wolf.	8.00 Kingdom of the Pilots. The Luangwa Valley in Africa. The Survival team examines the yearly life-and-death cycle of the animals, whose lives depend upon the water levels of the Luangwa River.	SCOTTISH: 8.25 Emi and the Detectives. (1964) 11.30 Zorro. 1.05 Scotland Today. 1.55 Seal! 2.25 Mr Mrs North. (1982) 3.40 McCloud. The Disposal Man. (1972) 5.05 Scotland Today. 10.30 Scottish Weather. 11.55 Deadly Pursuit. (1988)
10.30 Film: Mad Max Beyond Thunderdome. Third in the series of adventures set in an alternative future, with Mel Gibson and Tina Turner. (1985).	10.50 Film: Annie Hall. Woody Allen and Diane Keaton stars as lovers in the Oscar-winning romantic comedy. With Shelley Duvall and Paul Simon. (1977).	1.35 Get Stuffed.	9.00 GBH. While Michael Murray (Robert Lindsay) searches for a decent game plan, Jim Nelson (Michael Palin) has his holiday cottage ransacked.	TVS: 8.25 Emi and the Detectives. (1964) 11.30 Zorro. 1.05 Central News. 1.55 Chequered Flag. 2.25 The Corn is Green. (1979) 4.05 WCV. 4.30 WCV. 4.50 WCV. 5.00 WCV. 5.05 Central News. 11.55 Steel. (1979)
1.45 Weather.	12.30 Cricket: Fourth Test, England v Pakistan.	1.40 Get Stuffed.	1.05 The Twilight Zone.	TVS News: 8.25 Emi and the Detectives. (1964) 11.30 Zorro. 1.05 Central News. 1.55 Chequered Flag. 2.25 The Corn is Green. (1979) 4.05 WCV. 4.30 WCV. 4.50 WCV. 5.00 WCV. 5.05 Central News. 11.55 Steel. (1979)
1.50 Close.	12.55 Close.	1.45 Get Stuffed.	2.00 Close.	

SUNDAY

BBC1	BBC2	LWT	CHANNEL4	REGIONS
6.40 Open University. 8.45 News.	6.35 Open University. 8.45 News. 8.50 This is the Day. 9.00 Open University. 12.00 The Ship That Never Returned.	6.00 TV Am. 8.25 King of the Grizzlies. 10.30 The Littlest Hobo. 10.45 Link. 11.00 Morning Worship. 12.00 Deliverance. 12.30 pm The Entertainers. 12.50 LWT News. Weather.	6.00 Early Morning. 8.25 The Sword of Tipu Sultan. (English subtitles). 10.30 Talking Lizards. 10.45 Dennis. 11.00 Owl TV. 11.30 Flipper. 12.00 Little House on the Prairie.	ITV REGIONS AS LONDON EXCEPT AT THE FOLLOWING TIMES-ANGLES: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
8.50 Olympic Grandstand and Cricket.	12.30 Olympic Grandstand. Including at 12.45 Motor Racing: Live coverage of the German Grand Prix from Hockenheim. Commentary by Murray Walker. 2.30 Cricket: England v Pakistan in the Fourth Test from Headingley. Olympics, including boxing. As the competition begins, Harry Carpenter talks of potential champions; cycling: The 100km time trial; plus women's gymnastics and shooting.	1.00 ITN News. Weather.	1.00 Voyage to the Bottom of the Sea.	BORDER: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
12.55 News.	1.00 Sign Extra: Schofield's Europe.	1.05 LWT News. Weather.	2.00 Racing from Doncaster.	CENTRAL: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
1.35 Bazaar.	2.00 Sign Extra: Schofield's Europe.	1.10 International Rugby. Australia v New Zealand. Coverage of the Third and final Test from Sydney.	3.55 Running the Games. As the action begins in Barcelona, the sports documentary examines the Olympics in Seoul. Did victory on the sports track have a deeper political significance for the former Soviet Union and the USA?	GRAMADA: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
2.00 Eldorado.	2.00 Sign Extra: Schofield's Europe.	1.15 WCV Worldwide Wrestling.	4.55 News.	ITV: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
3.00 Close.	3.00 Close.	1.20 LWT News. Weather.	5.00 American Chronicles. Adults try to recover their past at a school reunion in a Chicago suburb. Outstanding documentary by David Lynch and Mark Frost.	NTV: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
6.00 Olympic Grandstand. Including swimming: The women's 100m freestyle, the men's 100m breaststroke, the women's 400m individual medley and the men's 200m freestyle finals. Hockey: Great Britain v Egypt. Nigel Stammers-Smith and Ian Taylor commentate. Cycling: The women's individual road race.	6.40 Titchmarsh on Song.	1.25 Splitting Jack. Another look at the synthetic stars of Splitting Image in memorable sketches from the 1950 series.	6.30 The Cooby Show.	NTV Wales as NTV except No. 10.00.
7.00 News.	7.15 Life on Earth. Many mammals have adapted to a life of vegetarians, but are hunted by a variety of meat-eaters. David Attenborough investigates their way of life.	1.30 Wolf.	7.00 Invisibles. Part of a series which considers the relationship between history, destiny and disease. Many people wrongly believe the bubonic plague has disappeared. It has already claimed 11m victims this century. Scientists believe it is poised to strike again.	SCOTTISH: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
7.15 Film: The Lady and the Highwayman. Romantic swashbuckler, starring Emma Samms, Michael York, John Mills and Lysette Anthony. (TVM 1989).	8.10 Sunset Across the Bay. When a couple finally returns to the sea-side, they find it difficult to settle into their new surroundings. Starring Bob Peck, Gabrielle Days and Henry Marshall. Part of the Alan Bennett season.	1.35 Get Stuffed.	8.00 Europe Express. As the Barcelona Olympics begins, Marie Guitouch reports on the Spanish Government's strong-arm tactics to deal with Basque terrorists.	TVS: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
8.50 News and Weather.	8.20 Assignment. When Italy's top anti-Mafia investigator was murdered, many were shocked. Orietta Franks' investigation reveals the power of the Mafia in Italy, and explains why the government may be incapable of destroying it.	1.40 Get Stuffed.	8.30 Gentleman Jim Reeves. Profile of the popular country singer 25 years after his death.	TVS News: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
9.05 Olympics Today. Desmond Lynarm presents a round-up of the main events on the first full day of competition.	10.05 German Grand Prix.	1.45 Get Stuffed.	9.30 Go Fishing.	TVS Wales as NTV except No. 10.00.
10.20 Heart of the Matter. The British Army is considering allowing women to fight in trenches and tanks for the first time. Joan Bakewell asks if female soldiers should be put in such positions of danger.	10.35 Moviezone.	1.50 Get Stuffed.	10.00 Film: Comfort and Joy. Bill Forsyth's comedy. Bill Paterson plays a Glaswegian DJ caught up in a territorial war between ice cream firms (1984).	SCOTTISH: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
10.55 Olympic Grandstand. Including gymnastics: The women's compulsory team exercises. Late-night action from the flyweight weightlifting final and boxing.	10.40 Film: West with a White Man. A war veteran with no beliefs becomes an obsessive travelling preacher. Directed by John Huston, who stars alongside Brad Doull and Ned Beatty (1979).	1.55 Get Stuffed.	11.55 Extreme East.	TVS News: 12.30 Countryfile. 12.50 News. 1.10 The Pirates of Malaysia. (1964) 2.00 The Sing II. (1983) 4.30 Caravan Time. 4.50 The Man of David Copperfield. 6.00 Secret Coastline. 6.50 Anglia News. 9.00 Regional Weather.
12.00 Cricket: Fourth Test, England v Pakistan. Highlights from Headingley.	12.30 Weather.	2.00 Film: Dracula.	12.25 Film: Cleo from 5 to 7. Study of a young singer (Corinne Marchand) awaiting news of a cancer test. Directed by Agnes Varda (1961). (English subtitles).	TVS Wales as NTV except No. 10.00.
12.30 Weather.	12.55 Close.	2.05 Film: Heat.	2.00 Close.	

RADIO

SATURDAY

BBC RADIO 2 6.00 Barbara Sturgeon. 6.05 Brian Mathews. 10.00 Anne Robinson. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.35 The News. 2.40 The News. 2.45 The News. 2.50 The News. 2.55 The News. 3.00 The News. 3.05 The News. 3.10 The News. 3.15 The News. 3.20 The News. 3.25 The News. 3.30 The News. 3.35 The News. 3.40 The News. 3.45 The News. 3.50 The News. 3.55 The News. 4.00 The News. 4.05 The News. 4.10 The News. 4.15 The News. 4.20 The News. 4.25 The News. 4.30 The News. 4.35 The News. 4.40 The News. 4.45 The News. 4.50 The News. 4.55 The News. 5.00 The News. 5.05 The News. 5.10 The News. 5.15 The News. 5.20 The News. 5.25 The News. 5.30 The News. 5.35 The News. 5.40 The News. 5.45 The News. 5.50 The News. 5.55 The News. 6.00 The News. 6.05 The News. 6.10 The News. 6.15 The News. 6.20 The News. 6.25 The News. 6.30 The News. 6.35 The News. 6.40 The News. 6.45 The News. 6.50 The News. 6.55 The News. 7.00 The News. 7.05 The News. 7.10 The News. 7.15 The News. 7.20 The News. 7.25 The News. 7.30 The News. 7.35 The News. 7.40 The News. 7.45 The News. 7.50 The News. 7.55 The News. 8.00 The News. 8.05 The News. 8.10 The News. 8.15 The News. 8.20 The News. 8.25 The News. 8.30 The News. 8.35 The News. 8.40 The News. 8.45 The News. 8.50 The News. 8.55 The News. 9.00 The News. 9.05 The News. 9.10 The News. 9.15 The News. 9.20 The News. 9.25 The News. 9.30 The News. 9.35 The News. 9.40 The News. 9.45 The News. 9.50 The News. 9.55 The News. 10.00 The News. 10.05 The News. 10.10 The News. 10.15 The News. 10.20 The News. 10.25 The News. 10.30 The News. 10.35 The News. 10.40 The News. 10.45 The News. 10.50 The News. 10.55 The News. 11.00 The News. 11.05 The News. 11.10 The News. 11.15 The News. 11.20 The News. 11.25 The News. 11.30 The News. 11.35 The News. 11.40 The News. 11.45 The News. 11.50 The News. 11.55 The News. 12.00 The News. 12.05 The News. 12.10 The News. 12.15 The News. 12.20 The News. 12.25 The News. 12.30 The News. 12.35 The News. 12.40 The News. 12.45 The News. 12.50 The News. 12.55 The News. 1.00 The News. 1.05 The News. 1.10 The News. 1.15 The News. 1.20 The News. 1.25 The News. 1.30 The News. 1.35 The News. 1.40 The News. 1.45 The News. 1.50 The News. 1.55 The News. 2.00 The News. 2.05 The News. 2.10 The News. 2.15 The News. 2.20 The News. 2.25 The News. 2.30 The News. 2.



LAST MONDAY I found myself in the bowels - or maybe it was the bladder - of the BBC's Broadcasting House. I was taking part in a studio discussion. Two topics came up. First, was Lady Thatcher wrong to take up a post - as the press say she is - with the American cigarette company Philip Morris.

Second, on the 35th anniversary of the British campaign to legalise cannabis, should we now decriminalise that drug?

The first question was easy to answer. Of course Lady Thatcher should feel no sense of conscience in taking up such an appointment. The smoking of cigarettes, I said, was a time-honoured and inoffensive habit, which gives pleasure to millions. Cars kill people. I pontificated, but no-one would complain if Lady T had taken

Ideas that progress to the past

Dominic Lawson finds that what shocks people most is not always obvious

up a directorship with Rover or General Motors. On the question of Cannabis, I nervously suggested that legalisation might not be a terrible thing. I then awaited what I thought would be a barrage of calls from angry Radio 4 listeners, castigating me for daring to suggest that hippy drugs should be made freely available.

There was a barrage of angry calls. So much so that while we were still on air the producer of the programme urgently requested the presenter - I could hear his headphones buzzing - to correct some of my remarks. But not one of the irate complaints was about the dangers of cannabis. They were all denouncing my toleration of

the smoking of commercial cigarettes.

In 25 years the world has turned upside down. Even in the heart of England, what was once mind blowing is now mainstream; what was once acceptable is now anathema. The same is true in the US. If Ross Perot had a politician's sensitivity to this sea change, he would still have his hat in the presidential ring. But two weeks ago he referred to American blacks as "you" rather than "we" and from that politically incorrect moment he did not stand a chance.

A senior English politician recently marvelled to me at the speed which received wisdom is turned topsy-turvy. His mailbox

has been filled with correspondence from constituents about the threatened closing of London Zoo. Almost all of the letters are anti-Zoo, denouncing the whole business as cruel and unnatural. The MP was amazed. Ten years ago he said, such views were held only by the loony eco-fringe of the Liberal Party.

I had the same feeling of bewilderment when I picked up a remaindered book in Bath the other day. It is called *Pregnancy* and it is written by Dr Gordon Bourne, consultant gynaecologist to the Royal Masonic Hospital. This is what Dr Bourne has to say on a rather sensitive matter: "From a purely biological aspect the

masculine type of female and the effeminate type of male are not good vehicles for reproduction and the procreation of the human race. Nature caters for these phenomena by introducing female homosexuality, or lesbianism, which is the association of woman with woman and is partly confined to the masculine type of female.

"Male homosexuality is the association of man with man and is usually, but not always, confined to the effeminate type of male. Associations of this nature are, of course, reproductively sterile which is the obvious biological solution to the problem in so far as it automatically eliminated such particular human types from

procreation."

This passage, archaic yet convincingly logical, was written only 20 years ago. At that time the book was reviewed favourably by *The Guardian* (and has been widely respected for its medical counsel.) But what would *Guardian* Woman say now about the good doctor Bourne's advice to women after giving birth to "put on some make-up and tidy your hair."

Indeed, what would *Guardian* reviewers say about a book which damned masculine women and effeminate men as biologically inferior? The biggest mistake of all is to conclude that we must be right about everything now, and were wrong about everything then. In another 20 years the next generation will laugh at our fixed ideas. They may even have rediscovered the toleration of smoking, the joy of zoos, and the wisdom of Dr Bourne.

Dominic Lawson is editor of The Spectator.

Threat from space

Michael Thompson-Noel



I EXPECT you think I was wrong, footed by Ross Perot's withdrawal from the race for the White House, but in that you would be wrong. For those who have

been visiting Mars, I was recruited, just last month, as the London-based member of the Committee To Elect Ross Perot. I was exceedingly well paid. Ross Perot liked me, asked me to fly to Dallas, was constantly amazed at the richness of the data I faxed from London.

When Perot withdrew from the scramble for the presidency, I imagined my life would return to normal. I went on holiday. I joined a luxury barge cruise on the River Seine in Burgundy. But life is never simple. No sooner had Perot withdrawn in ignominy than Bill Clinton phoned from New York to ask me to join his campaign team. Wearily, I agreed.

"You were going great guns for Perot," said Clinton soothingly, "so why not switch horses? The Democrats need you. Me and Al need you. We're going right to the wire."

"Are you offering money?" I asked the governor. "Only I'm cruising on the *Napoleon*. We've just left Macon. On a cruise like this the passengers play Monopoly for beaver bonds."

"We can pay you something," said Clinton. "But we're not Ross Perot. What we want you to do is cover our backs in Europe and the Middle East. Feed us data. Stuff about Nato. Where is Bosnia-Herzegovina. Is Italy going down the plughole. Nothing you couldn't handle. And we want Big Ideas, Mike. Things to crush Bush with, especially ahead of the Republican convention. Do you have Big Ideas?"

"Of course I do," I mumbled. "So lay one on me, Mike. Hit me with a big one. You're a baby boomer, too, just like me and Al. I'm sure you're on our wavelength."

HAWKS & HANDSAWS

Hit me with a biggie." I thought furiously. "Here's one," I said. "Back in April I visited the Jet Propulsion Laboratory in Pasadena to research an article about Nasa's Seti programme, its Search for Extraterrestrial Intelligence, which starts on October 1. The programme involves a systematic search of the microwave radio spectrum for signals of intelligent origin."

"My article was snappily written. Mega-short sentences. Very Beverly Hills, fast-paced and up-beat. But it was suffused, you might say, with my own conviction that our galaxy pulses with intelligent life, and that the Seti programme is an entirely admirable venture."

There was silence from New York.

"Yet now I have changed my mind," I said. "I have changed my mind after talking to my good friend Jared Diamond, author of *The Rise and Fall of the Third Chimpanzee*. We're basically chimps, Mr Clinton. More than 98 per cent of human genes are shared with two species of chimpanzee. In his book, Jared explores the ways in which we are uniquely human yet still influenced by our animal origins."

"Anyways, Jared is excessively worried by Nasa's Seti programme. He finds it mind-boggling that the astronomer now eager to spend \$100m on Seti have never thought seriously about what the obvious question: what would happen if we discovered extraterrestrials, or if they found us. Our own experience on Earth offers useful guidance," says Jared. "We have already discovered two species that are very intelligent but technically less advanced than us - the common chimpanzee and pygmy chimpanzee. Has our response been to sit down and try to communicate with them? Of course not. Instead we shoot them, stuff them, dissect them, cut off their hands for trophies, put them on exhibit in cages, inject them with Aids virus...and destroy or take over their habitat."

"Mr Clinton," I concluded, "Jared says that for practical purposes we are unique and alone in the universe. But he also says it is suicidal folly to try and communicate with the very few civilisations that might exist. If there really are any radio civilisations within listening distance of us, then for heaven's sake let's turn off our own transmitters and try to escape detection, or we are doomed," says Jared.

"So there is your Big Idea. Tell the American people that Seti must be halted; that Bushie, in his ignorance, is endangering the Earth. Tell the people that only the Democrats stand between Earth and invading mobs from other planets. What is your current poll lead, 20 points, 25? You could double that, Mr Clinton. As easy as apple pie... But the line had gone dead."

Interview/ Robert Graham

The man who paints like Michelangelo

GOETHE claimed that only by seeing the Sistine Chapel with Michelangelo's frescos could one have a complete understanding of what a single man can achieve.

Few have a greater understanding of the achievements of this man than Professor Gianluigi Colalucci. He has been in charge of the painstaking task of restoring these frescos in the Vatican from the moment the first experiments were carried out on an area the size of a postage stamp 12 years ago.

The complexity and sheer scale of dealing with Michelangelo's Sistine Chapel ceiling and the wall, with the gigantic composition of the "Last Judgement", has made it one of the most remarkable acts of modern restoration.

Ironically, the work of cleaning and restoration, together with pauses to assess progress, has taken longer than the combined time Michelangelo took to paint the frescos. The ceiling with the famous central depiction of the creation was painted from 1508-12; while the turbulent "Last Judgement" was begun 22 years later and completed in 1541.

Restoration is in its final phase and the magnificently fresh colours - Prof Colalucci's critics say too fresh - of the ceiling can be seen by all. On a scaffold behind a white net at the far end of the chapel, the team is now working on the surface of "The Last Judgement".

"I deliberately left this until the end as it the most complex part of the whole restoration," says Colalucci. Pope Paul IV dismissed "The Last Judgement" as a "stew of nudes" and outrage over the nudity of the figures led breaches and lincloths to be painted over some of the figures. At one stage the entire fresco was nearly white-washed.

Working so close to Michelangelo, does he feel the presence of the genius? "Ah, yes" he sighs deeply. He is familiar with every brush stroke. "I've known him for so long... even before I started this project, when I first came to work at the Vatican (in 1960) I was given the task every year of dusting the Judgement. Even then I was taking photographs, trying to understand his extraordinary technique."

In his office in the bowels of the Vatican museum he has a blow-up photograph of the "Judgement" as he calls it affectionately. Covered with coloured stickers and numbers indicating the work schedule, it looks like one of those German Christmas cards with windows to open for each day until Christmas.

Colalucci puts in at least four hours a day on his "Judgement". Mindful of the physical ravages wrought on Michelangelo producing this masterpiece, was this not a gruelling project for a man of 62? "Last year I began to feel a few aches in the back for the first time. But I

have been helped a lot through

He chuckles quietly over the casual way he entered his chosen career. "I don't come from a family of artists." His father was a famous sports journalist. He himself was an indifferent student and entered the world of art restoration through a chance meeting with a leading restorer. However, he says he realised that being brought up in Rome surrounded by a vast accumulation of ancient monuments imbued him with a natural sense of culture. "It is part of my character to enter into the past."

He is a great believer that Culture cannot only be acquired through learning and books. "There is also an intuitive element which comes from deep inside you. This makes you feel the work of art closer, and treat it in a familiar, not a reverential, way."

When he decided to enter the Rome Restoration Institute in 1949 he was one of only five students - "Now there are queues waiting to get in."

Gianluigi Colalucci is tackling the art world's greatest challenge: restoring the Sistine Chapel

His first job was a one-month stint in Sicily which turned into an unexpected stay of seven years during which developed an expertise restoring early paintings on wood. Parts of Sicily then were like a return to the 18th century. He recalls driving round the island in a Fiat 500, coming across priceless paintings which sacristans had sought to embellish with olive oil, others retouched by enthusiastic amateurs.

When the Vatican was looking for new blood in 1980, he was recruited for his skills with wood. He eventually moved on to fresco work by virtue of the Vatican possessing 90 per cent of its paintings in wood. This becomes obvious as one walks with him through the endless painted corridors, halls and rooms to the Sistine Chapel. (From the museum entrance to the Chapel it is nearly a kilometre).

What is the secret of a good restorer?

"For me the important thing is not necessarily the iconography of a work of art but to understand how it is painted, the choice of colours, the movement of mass... it is like understanding the structure of a piece of music." It is the natural approach of a craftsman and he does not wish to be distracted by academic debate over, say, the iden-

tity of a saint. He talks often of keeping fit because I go to a gym."

Modern restoration, he says, is in essence based on "a great respect for the original and minimum interference. Everything done to present the work, providing the damage is not too visible, is carried out in such a way so that you can see the original. In the past there was a lot of retouching and too much reconstruction of what was missing and damaged." He feels that attitudes in Italy differ towards restoration because there is little money and so much to restore, whereas many rich countries have little to restore.

Is one not intimidated by approaching something so immense and so well known as the Sistine Chapel?

"My experience on wood, which is a much more delicate medium, has helped enormously in my work on the Sistine Chapel. The mentality of a restorer of paintings on wood is very special - the work does not permit experiment, you cannot take short cuts; you need to be very clear-headed... You cannot make mistakes. Frescos, on the other hand, were often done by large numbers of people and are executed generally on a grand scale on big spaces."

However, restoring Michelangelo requires all the techniques used for wood-based painting work because his painting is so refined, so delicate - and so well known. You need the mentality of someone used to working on the square centimetre.

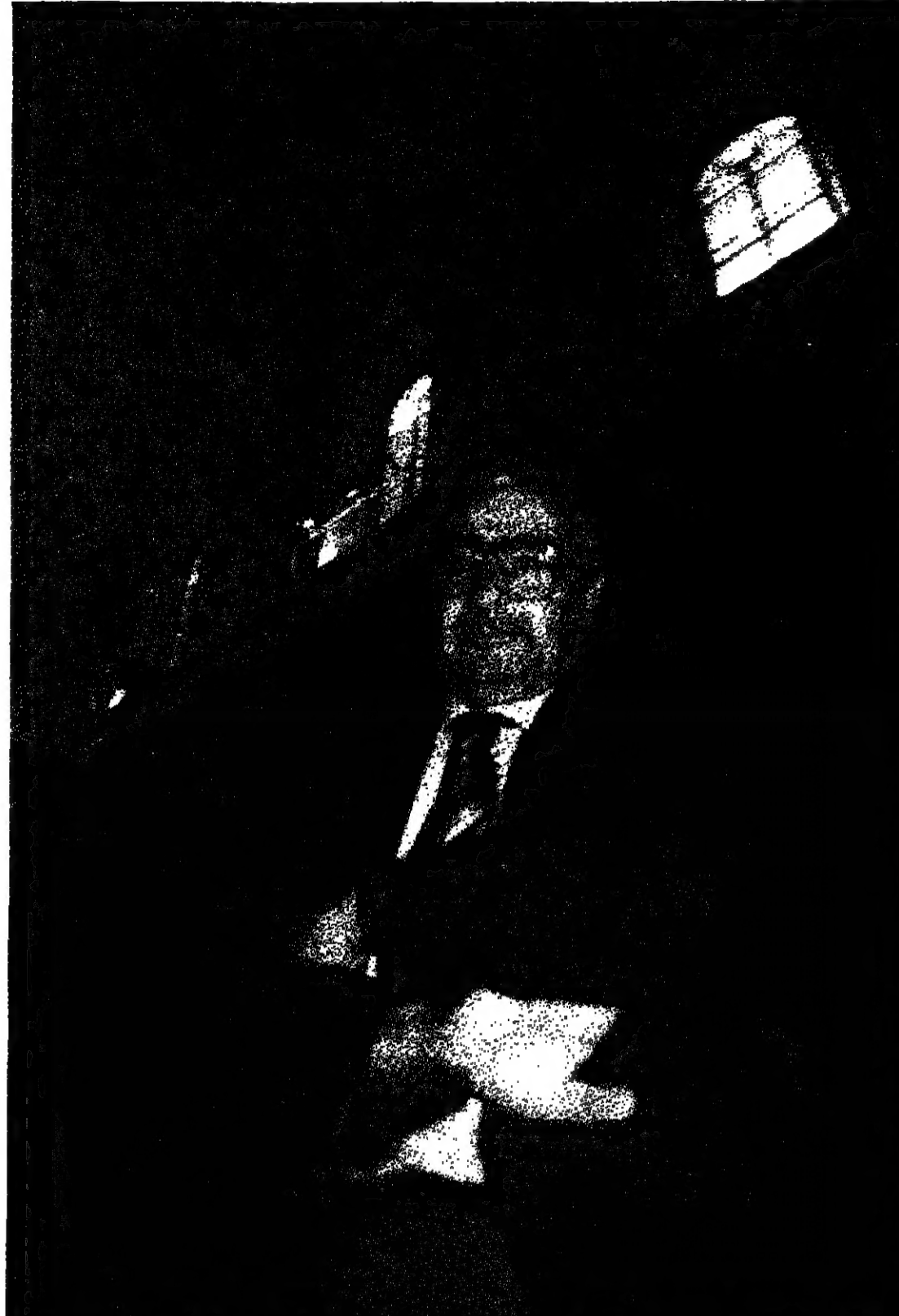
The restoration presented special problems because he says Michelangelo changed techniques often. Technically it has been difficult both to remove the glue varnish, which over time had left scales, and to return to the original colours while all proper conservation procedures were observed.

Does one also need to jump the centuries and get inside the mentality of the artist?

"As a man he left nothing, but one can see as an artist he was extremely severe with himself and with others. And I understand him: if a person possesses such talents he cannot get on with anyone else."

For Colalucci, the most painful aspect of the restoration has been the criticism directed against his work - because he is the first one to want to get it right. Can he ever therefore relax and feel no that mistakes have been made on a work which the world regards as one of its foremost art treasures, and which thousands queue to see every day?

"I fear being overconfident. I found it positive that people challenged what I was doing. The polemics could destroy me as a person and my work, but they could also act as a stimulus to improve. I never undervalued any criticism even when I thought it stupid, and



this has enabled me to be serene about all that's been said. I think I have been proved right."

The criticism has so far referred to the ceiling. Though the arguments are complex, one polemic was over the belief that Michelangelo had modified the original fresco with extensive glazing and additions in secco after the original work had dried. Others centred on the use of certain chemicals which it was feared might affect future conservation. Yet another complained that the restored colours simply looked too modern. One US critic even called the restoration a "disaster".

Colalucci divides his critics into two categories. "There are those who know a work of art as if it belongs to them, something they have learned from childhood, seen on a special trip or have studied - and they don't want it to change."

Looking with him at pictures of the "before" and "after", it is as though a fine grey veil has been peeled away from the ceiling. "The main critics have in fact been painters because they have studied Michel-

angelo in a certain way, often from books - for them it is sacrosanct. I understand this, even I can have problems with an excellent restoration by a colleague in this way. But this is a sentimental reaction."

On technical aspects, he claims "the challenge has come from persons who knew nothing about technique". But he believes the polemic has subsided over the past 18 months, especially as the lighting has been corrected. He adds: "It is not as if this has been done in-house, we have had a team of 18 internationally recognised experts monitoring the project."

But does he ever ask tourists what they think as he wanders around the chapel? "No. I just listen to the comments."

These days many of the comments are in Japanese, as a sizeable proportion of visitors are groups from Japan. Japanese television has also paid \$4m (about \$2m) for the rights to film the whole process of restoration.

How does he imagine the Japanese confront western art and Michelangelo's very personal inter-

pretation of Christianity? "I know well what it feels like to look at another culture from the outside, but what the Japanese think about this remains a mystery."

Indeed crowds, and the conservation issues raised by mass tourism, are an increasing problem for the Sistine Chapel. Often it is impossible to contemplate the frescos in reasonable tranquillity. Should limits be placed on the number of visitors? Should they be made to be content with replicas?

Colalucci wryly observes that the replica of Michelangelo's "Pieta" in the Vatican museum is usually treated with the same reverence and curiosity as the original in St Peter's, which is more difficult to see as it is behind glass. "Works of art today are subject to stress but it's not just people in museums but pollution in general. Why should you deny people the chance of seeing these masterpieces? I think it would be impossible."

Is this restoration like repainting the Forth Bridge - once finished, one immediately begins again? "No. This will last."

Despatches / John Lloyd in Moscow

Hold the front page... again

WHILE the British press sought last week to establish its freedom to define what is the public interest and what is common prudence, the Russian media was engaged in a more fundamental battle: to establish its right to an independent existence of its own kind.

As the anniversary of the August putsch approaches, it becomes clear that the post-communist politicians, as well as the post-communist editors and post-communist readers, have no settled view on what constitutes a proper relationship between them.

At the heart of the struggle is the newspaper *Izvestia*, for nearly 75 years the organ of the Supreme Soviet of the USSR and since the putsch a self-declared independent publication.

Under Igor Golembiowski, its chief editor, it has established itself as the closest thing to a paper of record - as Golembiowski puts it: "The political paper for the intelligent part of our society" - both for Russia and the former Soviet repub-

lics. Its sympathies are pro-reform, broadly supportive of Boris Yeltsin, the Russian president and the cabinet of Yegor Gaidar.

It cannot, however, escape its past, when it was an organ of the Supreme Soviet. The takeover by the staff on August 23 1991 of the paper is now being challenged by those who consider themselves the successor to the Soviet - that is, the parliament of Russia.

In particular, Ruslan Khasbulatov, its leader, has made it his particular mission to bring *Izvestia* back under parliamentary control and to force it once again to be the "Izvestia (news) of the Supreme Soviet of Russia" - a kind of daily Hansard.

Last Friday, the parliament voted heavily to repossess the paper - a decision which has sparked what

could turn out to be a momentous clash between the legislative power on the one hand and the presidential and government powers on the other. On Wednesday, Mikhail Potomkin, the information minister, said with Yeltsin's backing, that he would defy parliament.

Golembiowski was called to the parliament, where he argued that the editorial staff had acted legally, had not appropriated state property, and were merely renting it. But the deputies were not mollified. An example:

Khasbulatov: "How come you get the chance to take part in a discussion for hours on TV about the problems of your paper, which is only of interest to you and those who think like you?"

Golembiowski: "Ruslan Imranovich, you well know that I don't run

the TV. They asked me so I went." Khasbulatov: "Well, that's clear. They asked you. And why did they ask you? Why not some of the deputies who have been concerned with this for months? It's clear why they asked you - because you've waged war on the Russian government."

Golembiowski: "That's not true..." Another deputy complained: "A group of us deputies from Kabardino-Balkaria tried for three months to get you to publish our view of the inter-ethnic relations in the Northern Caucasus. You refused: why?"

The debate clearly had elements of farce. But beyond the farce is a threat. Hardly one of the Russian papers is actually free of the state: most - including *Izvestia* - receive millions of roubles of state support each year: even those which are

supposedly independent must print on state-owned presses and get state-allocated paper.

Yeltsin seems to have supported the new press without demanding sycophancy as his price; but there is little in the way of institutions, or of tradition, to stop him changing his mind.

Golembiowski says: "The press is the only democratic institution in Russia now, and it is weak. The traditions left to us by the Soviet period are servile: we must reach back to the 19th century, when there were papers which did express themselves freely."

Nor is the state the only threat. Many of the "business" papers are owned by the new commercial institutions, especially the commodity and stock exchanges: they are hardly to be expected to be

critical of these institutions, which is why the formerly Communist journals such as *Literaturnaya Gazeta* do most to expose business corruption. But bribery of journalists is widespread.

Russia's press, after its liberation from the Communist Party, has shown diversity. Liberal papers like *Nezavisimaya* and *Commerzants* jostle with the still Communist *Pravda*, the nationalist *Sovetskaya Rossiya* and the near-fascist *Osvet*. Indeed, it contrasts well with the press of other former Soviet republics.

But it is fragile. Golembiowski says he has been heavily criticised recently for praising the Ukrainian or other republics' points of view when he should be a Russian paper.

He says: "There is going to be a huge struggle for power in the autumn: the government will be under attack, there will be a fight over a new constitution. The economic situation will be worse: there will be a real threat of authoritarian rule. The press is in danger."

